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# Cooperage Journal

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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVII | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, May, 1921 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 1

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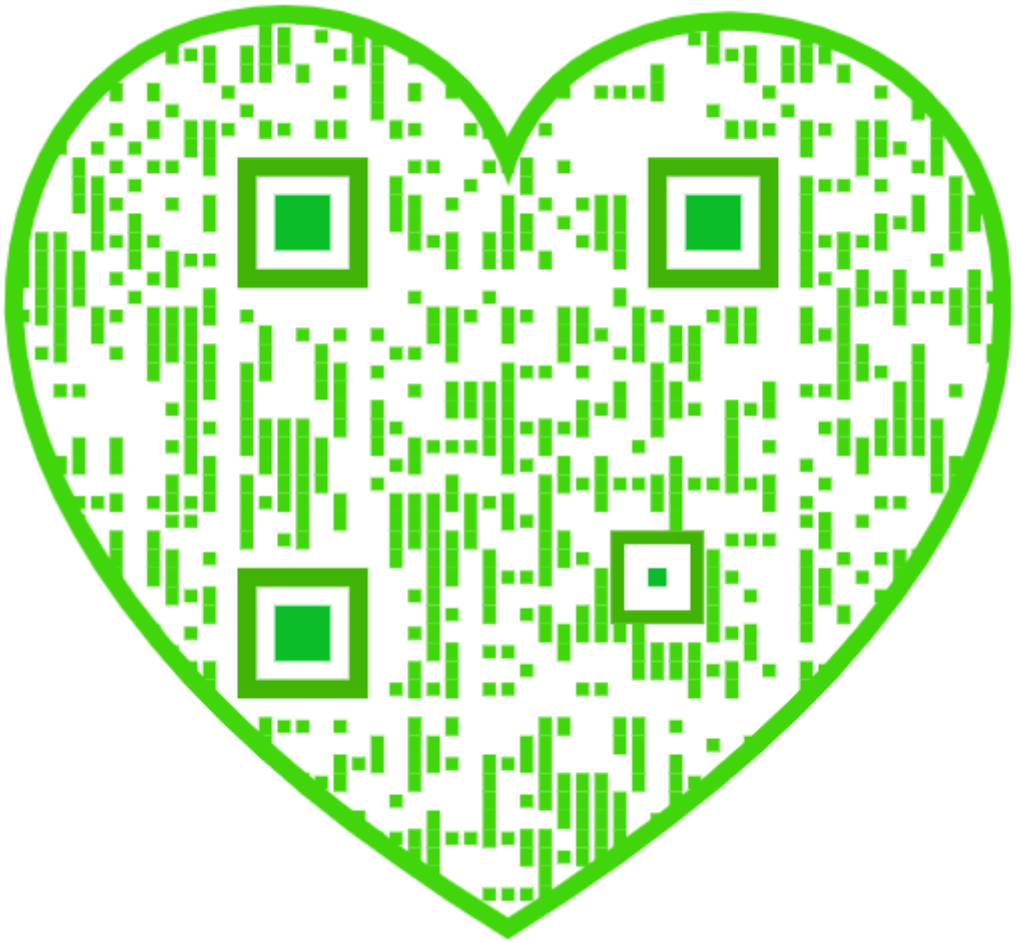

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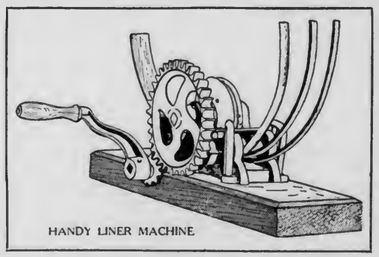

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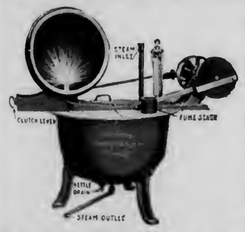


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# The National Coopers' Journal

THIRTY-SEVENTH YEAR — PHILADELPHIA, MAY, 1921 — VOL. XXXVII, No. 1 $2.00 PER YEAR

## New Orleans Reports on Louisiana's Purchase of 400,000 Acres Cutover Lands for Reforestation—Brooklyn Cooperage Co. Probably Largest Holder of Stumpage

The Louisiana State Legislature now has under consideration a bill that will probably be passed before this number of the JOURNAL reaches the readers, authorizing the purchase by the State of 400,000 acres of cutover lands for reforestation. The committee on conservation that has the bill in hand seems to be fully alive to the gravity of the situation, and to realize that action must be taken now to save the State from an impending calamity, the destruction of its forests. The only difference of opinion expressed was from some members who thought that reforestation should be a National and not a State enterprise.

It is not proposed to pay cash for the lands, but to issue bonds for them, payable in forty years. Where land owners refuse to sell cutover lands for the prices fixed for them, the lands are to be assessed at the values placed on them by the owners when offering them for sale.

Long before the bonds are due the lands will be worth more than the purchase price, with the interest added, and the timber grown on them will be worth several times the total cost.

When Judge H. H. White, of Alexandria, was explaining to the committee the merits of his scheme for reforestation, and the profits to be made in growing timber, he was asked why such a safe and profitable business was not engaged in by private individuals and corporations, instead of being left for the State. He replied:

**General Slogan of Timber Cutters, "After Me, the Deluge"**

"Because the general run of saw mills and corporations which have cut away the timber of this State have followed the policy of 'after me, the deluge'."

**The Great Southern Lumber Co.**

This is so true, as he says, of the general run of saw mills and corporations that it is a pleasure to note the most remarkable exception, the Great Southern Lumber Company. This firm is the builder of the city of Bogalusa, probably the largest and finest city ever founded solely on the timber business.

**No More Need to Run Out of Timber Than Out of Flour**

Bogalusa had but one cause for its being, the great lumber mills that are devouring with incredible rapidity the largest and finest forest in the State, and it would seem that it would be doomed, like so many smaller saw mill towns, to desertion and decay as soon as the timber is cut out. The far-seeing founders of this town, however, will not surrender their enterprise to this fate. They do not accept what seems to be the current view, that a forest is like a vein of coal, containing a fixed and measured quantity of wealth, and which, when once exhausted, can never be replaced. On the contrary, they look upon timber as a regular crop, like wheat, that can be grown over and over again on the same land at a profit. They believe that there is no more necessity for the country to run out of timber than it is to run out of flour. All that is needed is proper conditions and sufficient enterprise. Their location gives them the proper conditions and they furnish the enterprise themselves.

**Will Grow All Needed Timber**

They already have an enormous paper mill that utilizes the waste of their saw mills, making a good profit out of resources that are usually worse than lost, and it is their plan to increase their paper business as time goes on, and to grow on their own lands the timber needed for paper making.

After a careful study of the various crops that can be grown to advantage on cutover lands, they have decided that the most profitable crop to raise on denuded pine lands is timber, so that is the crop they will raise. They still have enough stumpage to last their mills, at present capacity, for some twenty-five years. Timber suitable for paper pulp will grow on their lands in eleven years, and timber will attain a size suitable for lumber in twenty-five years, so there is no necessity for them to yield to the fate that has overwhelmed so many other saw mill communities, of exhausting their resources and going out of business. As time goes on they will add new units to their paper mills and begin using timber that is now growing on lands from which the virgin growth of timber has been cut.

**Protection Against Fire and Razor Back Hogs Only Requirements in Forest Growing**

It will not, by any means, be necessary to resort to the slow and expensive process of planting trees by hand. In their logging operations as many as possible of the smaller trees are left standing, and these, with an occasional larger tree, are more than sufficient to supply the seeds, which, by nature's ready process, are planted broadcast, so that the land is soon covered with dense thickets. The planting and growing of the new forest requires no labor. All that is needed is protection against forest fires and razor back hogs.

Needless to say, the Great Southern Lumber Co. will have the hearty co-operation of the State in its timber growing enterprises.

**How to Prevent Cutting Young Trees**

Another question put to Judge White by members of the committee was, "Is there not some way in which saw mills can be prevented from cutting young trees, and thereby preserving what forests we have?" To this the Judge replied, "There is not at present."

**Using Small Timber for Lumber, Like Diamonds for Fuel, Is Expensive**

It is true that there is not at present any law that can stop a man from cutting down his own small trees on his own land, but such a law should not be necessary. If the saw mill man will watch the cutting of small trees, then follow the little logs through the mill, keeping careful check on the cost of each operation, so that he will know the exact cost of making lumber out of small timber, then compare this cost with the cost of cutting a similar amount of lumber out of larger logs, he will be found quite willing to spare as many of the young trees as possible. Lumber can, in an emergency, be made of small timber, but, like using diamonds for fuel, it is expensive.

**When Necessity Calls the Small Timber Must Go**

Of course there are locations where the land is needed for cultivation or for settlement, and the small trees must be used, not only for their products, but to get them out of the way. In such cases the mill man must cut his little trees and pocket the loss, but in places where the land is not immediately needed for something else there should be no need of a law to compel him to spare young trees? A little common sense should be sufficient.

**With Proper Preparation No Timber Shortage Should Come**

With arrangements made for the purchase and reforestation of 400,000 acres of cutover lands, added to other reservations in the State, with the timber-growing enterprises of the Great Southern Lumber Co., and the similar, though much smaller enterprises of other concerns, and with organizations of many thousands of farm boys, each boy pledged, with State aid, to care for the wood lots on the farm, and with public opinion wideawake to the need of providing against future timber shortage, the shortage is not likely to come.

**Opens Summer School of Forestry**

One of the best evidences of public interest in reforestation is found in the Summer School of Forestry, to be opened in June at Bogalusa, under the auspices of the Louisiana State University. The head of the school will be Mr. R. D. Forbes, a graduate of the Yale School of Forestry, and with the aid of the Great Southern Lumber Co. the boys will be able to study forestry, logging, saw milling and reforestation under the most favorable circumstances possible. They will be under slight expense and will get acquainted with practical work.

**Brooklyn Cooperage Co. Probably Largest Holder of Stumpage**

Among cooperage concerns probably the largest holder of stumpage is the Brooklyn Cooperage Co., a subsidiary of the American Sugar Refining Co. In addition to their already large holdings in this State these people have recently purchased 1,400 acres of hardwood timber land in St. Landry Parish, and are said to be contemplating the erection of a large cooperage stock plant, possibly in New Orleans.

**Estimate of Holdings**

Mr. R. M. Parker, president of the Brooklyn Cooperage Co., estimates the timber holdings of his firm as follows:

| | Acres | Feet |
|---|---|---|
| Louisiana, in fee | 26,000 | 220,000,000 |
| Adirondacks, in fee | 47,000 | |
| Timber rights | 19,000 | 143,000,000 |
| South Carolina, in fee | 1,870 | |
| Timber rights | 76,978 | 692,000,000 |
| Missouri and Arkansas, in fee | 150,000 | 34,000,000 |
| | 319,484 | 1,089,000,000 |
| Contracts for logs to be delivered at mills | | 100,000,000 |
| | | 1,189,000,000 |

**Pennsylvania Holdings Exhausted**

This concern's once large holdings in Pennsylvania have been exhausted, and their stumpage in Missouri and Arkansas are being rapidly depleted. They now have a plant at Red Cross, La., for the manufacture of syrup cooperage stock, and feel the needs of another plant to supply the requirements of the great refinery at Chalmette, though they have not yet given out anything definite regarding its nature or location, except that New Orleans has been considered.

In addition to their own manufactures they are large buyers of finished cooperage stock, both tight and slack, and mill men who can supply goods of the right quality find them good customers, always in the market.

**Interested in Reforestation on Large Scale**

It is understood that the Brooklyn Cooperage Co. is interested in reforestation on a vast scale, though they have not given out anything on their operations in this line in this State. It is easy to see, however, that a firm that is rich enough and enterprising and far-seeing enough to provide for its wants for 25 years ahead is not going to let itself be stranded and utterly without proper packages at the expiration of that period. It would be a simple and easy matter for them to arrange for a perpetual supply of timber suitable for cooperage from their own lands. They can be trusted to look out for themselves, and we are fortunate to have concerns of that kind and caliber among us.

### WOOD-USING TRADES CONFER ON SUPPLY

"If caring for the schools, the roads and the forests is extravagance, this Administration pleads guilty," declared Governor Sproul, of Pennsylvania, in an address opening the conference of representatives of wood-using interests in Pennsylvania at the Capitol at Harrisburg, April 13th. More than seventy persons were present railroads, mining, manufacturing, publishing and other interests being represented.

The Governor said in years to come people will wonder why Pennsylvania allowed natural resources to disappear, and that the forests should be restored as rapidly as means would allow.

Pennsylvania's freight bill on lumber shipped into the State amounts to more than $25,000,000 a year, George E. Lippincott, of Philadelphia, representing the Wholesale Lumber Dealers' Association, said. Declaring that 80 per cent. of the lumber consumed in Pennsylvania now is brought in from other States, Mr. Lippincott asserted that shipments of Douglas fir timber from Oregon, several boat loads of anthracite mine props have been brought to Pennsylvania recently by way of the Panama Canal.

# Louisville Reports Cooperage Industry in Good Shape to Immediately Benefit by Increased Buying Demand—Outlook Bright for Future Business

The cooperage and woodworking interests are generally of the opinion that the woodworking industries as a whole are closer to rockbottom today than other industries, and that when there is a return of buying demand these industries will be first to feel the effect. Considering the fact that oil barrels today are selling for less than half of what they were quoted at on peak prices, and other cooperage lines have been drastically cut, the outlook as a whole is considered bright for future business, even though some cooperage men are justly of the opinion that barrels are due to advance as demand increases, as oil barrels should sell for at least $3.50, and spirit at $6.

### Freezing Weather Has Apparently Not Hurt Late Apples

Outlook for slack barrels continues indefinite. So far there has not been much demand from the produce trade. Flour mills are running four days or less a week in Louisville, and many in the South are down. Only a small percentage of shipments are in wood. Fruit prospects look poor as a result of the heavy freezes of early April, which destroyed much fruit, losses in Kentucky running into millions of dollars. However, it is reported that late apples don't appear to have been hurt, which is encouraging for the cooperage interests, as late apples are the ones that take the barrels.

Things have been at a standstill with the cooperage trade of Louisville so far. During March business as a whole was better than April business to date of writing, according to several of the leading operators. Prices have been fairly firm on slack cooperage and slack cooperage stock. Tight stock has weakened in coming down to meet the new barrel quotations, which have held firmly throughout the month.

### A Business Policy That Loses in the Long Run

It is reported that inquiries are not at all brisk, and are not developing much business as a whole, buyers apparently trying to keep closely in touch with the market, and grabbing the lowest offer, regardless of connections of many years' standing. One leading manufacturer in discussing this point said: "In normal times it is fairly easy to hold your customers, by giving them fair quotations, and good merchandise. During a depressed period such as this they ask for quotations from everyone and forget all about years of associations and grab the lowest quotation. There is almost always, in depressed times, someone who needs business badly, and has to work out his stock to meet pressing obligations, with the result that price cutters in unloading secure new connections, but lose money in doing so. It generally results in a good deal of scattering of business."

### The Labor Situation

The wage situation is becoming easier every day as a result of men being out of work in many sections of the South, the volume of unemployed increasing rather than decreasing, although any really active building movement along with demand for farm and industrial labor, should change the situation somewhat. In the far South demand for labor is poor, the lumber and stave mills are at a practical standstill, and labor is being bought for less money than for a long time past.

### Oil Companies Anxious for Return of Container

Second-hand cooperage is not in any heavy supply due to small number of whisky barrels coming on the market, and the fact that containers are shipped back when empty today to a far greater extent than in former years. Some of the oil concerns offer very fair prices for return of empty containers, and are more particular about their steel drums than ever before, as prices during the war forced closer attention to such details.

### Pail Manufacturers Make General Wage Reduction

One of the most interesting reports of the month in Louisville is in connection with recent announcement by the Mengel Co., manufacturers of candy pails, boxes, veneers, lumber, paper boxes, and other lines. This company announced that a general wage reduction was being made, all office employes and officials getting a fifteen per cent. cut, and all labor an eighteen per cent. cut, these cuts affecting plants in seven cities, including Louisville, St. Louis, Elkhart, Ind., Mengelwood, Tenn., Winston-Salem, N. C., New Jersey, N. J., and Hickman, Ky., where there are separate operations. So far as known the reduction has caused no trouble whatever. The company reports about a sixty per cent. capacity basis.

### Some Reductions in Freight Rates

J. S. Thompson, of the Louisville division, Southern Hardwood Traffic Association, reports some newly-secured reductions in rates, one figuring three to five cents a hundred pounds on lumber and forest products from the Cumberland & Manchester Railroad stations in eastern Kentucky to Louisville.

The Louisville Cooperage Co. and other Louisville interests who have been fighting for a reduction in rates from Burnside, Ky., and other eastern Kentucky stations, have drawn a very satisfactory decision from the Interstate Commerce Commission, which will result in better rates from the Burnside district to Louisville on staves, heading, lumber and other materials.

### As to Stock Production

Very few cooperage companies are cutting tight stock just now. The Louisville Cooperage Co. reports that it is running at its eastern Kentucky as well as Louisiana mills, cleaning up bolts on hand, but that it will probably clean up within two or three weeks and close down again, as it is cutting no timber just now.

Operations continue on about the same relative basis as last month with the Chess & Wymond interests, which are operating part time in the local barrel plant, and only cutting in a few of its Southern mills, most of the production just now being to cover existing contracts.

### Louisville Is Granted Full Transit Privilege

The Louisville division of the Southern Hardwood Traffic Association is in receipt of a decision of the Interstate Commerce Commission granting full transit privileges at Louisville, following years of fighting for such an arrangement by the lumber and cooperage interests, Louisville having long been discriminated against in this matter.

Over two years ago an active fight was started through the local traffic office. The Southern and I. C. Railroads agreed to a partial transit privilege, but not in full, whereas the decision of the I. C. C. grants everything asked by the lumbermen, and is a complete victory.

J. S. Thompson, of the Louisville division, Southern Hardwood Traffic Association, of which several cooperage houses are members, has addressed the following letter to all members, briefly stating what had been secured:

### Commission Orders Railroads to Establish Transit Privileges at Louisville

The Interstate Commerce Commission has just handed down its decision in the complaint which was filed by us asking that the transit privilege on lumber be established at Louisville.

The order of the Commission requires the railroads to establish transit arrangements at Louisville on lumber and other forest products drawn from points in States south of the Ohio and Potomac Rivers (east of the Mississippi River) and from points in the States of Louisiana, Texas, Arkansas, Missouri and Oklahoma to destinations north of the Ohio River, including Eastern cities—Virginia, West Virginia—Western trunk line and trans-Missouri territories.

Freight charges are to be assessed on the basis of the through rate, applicable via Louisville, from points of origin to final destination, plus a transit charge which will effect substantial equality as between the various transit points.

The transit arrangement will permit stopping for yarding, assorting, grading, drying, dressing or further manufacture into box and barrel material, ceiling, flooring, cooperage material, siding, rough spokes and vehicle material.

The order of the Commission requires that the transit arrangement be published and made effective on or before July 20, 1921.

L. C. Hollingshead, of the J. D. Hollingshead Co., Chicago, who was in Louisville last month, was taken ill shortly after returning to Chicago, and was away from the office for two weeks or more. He returned to his desk on April 13th.

## SHIPMENTS OF OIL FROM TAMPICO FOR JANUARY, 1921

A report received from Vice-Consul Jack D. Hickerson, from Tampico, Mexico, says:

During January, 1921, the shipments of petroleum from the Tampico consular district reached a total of 18,602,498 barrels (42 gallons to the barrel). This was an increase of more than 10,600,000 barrels over the exports for the corresponding month of 1920 and 1,000,000 barrels over the shipments for December, 1920.

In the division of the shipments the United States, Cuba, Argentina, Chile, England and Canada, led in the order named. To the United States was shipped 14,305,221 barrels, or 76.8 per cent. of the total shipments. The division in detail follows:

| Destination | Tampico Barrels | Port Lobos Barrels | Tuxpam Barrels | Total Barrels |
|---|---|---|---|---|
| Argentina | 305,008 | 116,682 | 33,427 | 455,107 |
| Brazil | 164,109 | 68,630 | ..... | 232,739 |
| British Honduras | 31,787 | ..... | ..... | 31,787 |
| Canada | ..... | 98,794 | 130,205 | 228,999 |
| Chile | 315,427 | 28,478 | 30,750 | 374,655 |
| Cuba | 734,288 | ..... | ..... | 734,288 |
| Egypt | 48,369 | ..... | ..... | 48,369 |
| England | 320,611 | 49,946 | ..... | 370,557 |
| France | 44,477 | 52,309 | ..... | 96,786 |
| Gibraltar | 86,131 | ..... | ..... | 86,131 |
| Italy | 51,910 | ..... | ..... | 51,910 |
| Mexico (coastwise) | 145,200 | ..... | 510,883 | 656,083 |
| Portugal | 45,245 | ..... | ..... | 45,245 |
| Tunis | 113,558 | ..... | ..... | 113,598 |
| United States | 7,325,160 | 6,125,091 | 854,970 | 14,305,221 |
| Uruguay | 62,676 | ..... | ..... | 62,676 |
| All other countries | 668,560 | 7,614 | 32,183 | 708,357 |
| Total | 10,462,526 | 6,547,544 | 1,592,428 | 18,602,498 |

The Atlantic Coast ports of the United States received the greater part of the shipments to the United States, totaling 7,822,358 barrels, as against 6,133,098 to the Gulf ports and 160,143 barrels to Pacific ports; 189,622 barrels were shipped to possessions of the United States. The following table will show the exports to American ports and United States possessions:

| Atlantic Coast: | Tampico Barrels | Tuxpam Barrels | Port Lobos Barrels | Total Barrels |
|---|---|---|---|---|
| Baltimore | .... | 246,749 | 393,769 | 640,518 |
| Bayonne | 60,987 | ..... | 271,744 | 332,731 |
| Boston | 187,182 | ..... | 694,157 | 881,339 |
| Brunswick | 105,248 | ..... | ..... | 105,248 |
| Charleston | .... | .... | 125,127 | 125,127 |
| Chester | .... | ..... | 142,993 | 142,993 |
| Fall River | 84,321 | 84,768 | 61,010 | 230,099 |
| Jacksonville | 235,861 | ..... | ..... | 235,861 |
| New York | 757,892 | 415,471 | 2,373,191 | 3,546,484 |
| Paulsboro | 60,580 | ..... | ..... | 60,580 |
| Philadelphia | .... | .... | 908,599 | 908,599 |
| Portland | 64,951 | ..... | ..... | 64,951 |
| Providence | 369,031 | .... | 67,294 | 436,325 |
| Savannah | .... | ..... | 63,714 | 63,714 |
| Wilmington | .... | ..... | 47,789 | 47,789 |
| Total | 1,926,053 | 746,918 | 5,149,387 | 7,822,358 |
| **Gulf Coast:** | **Tampico Barrels** | **Tuxpam Barrels** | **Port Lobos Barrels** | **Total Barrels** |
| Baton Rouge | 73,747 | 108,052 | 349,277 | 531,076 |
| Beaumont | 222,306 | ..... | ..... | 222,306 |
| Freeport | 207,359 | ..... | ..... | 207,359 |
| Galveston | 1,339,473 | ..... | ..... | 1,339,473 |
| Houston | 61,697 | ..... | ..... | 61,697 |
| Key West | 65,179 | ..... | 21,388 | 86,567 |
| Mereaux | 101,985 | ..... | ..... | 101,985 |
| Mobile | .... | ..... | 63,957 | 63,957 |
| New Orleans | 981,516 | ..... | ..... | 981,516 |
| Pensacola | .... | ..... | 10,295 | 10,295 |
| Plaquemine | 41,343 | ..... | ..... | 41,343 |
| Port Aransas | 75,376 | ..... | ..... | 75,376 |
| Port Arthur | 1,420,786 | ..... | 402,444 | 1,823,230 |
| Sarpy | .... | ..... | 69,930 | 69,930 |
| Tampa | 240,176 | ..... | ..... | 240,176 |
| Texas City | 226,272 | ..... | ..... | 226,272 |
| West Weigo | 50,540 | ..... | ..... | 50,540 |
| Total | 5,107,755 | 108,052 | 917,291 | 6,133,098 |
| **Pacific Coast:** | | | | |
| San Pedro | 101,730 | ..... | 58,413 | 160,143 |
| **Possessions of U. S.:** | | | | |
| Cristobal, Canal Zone | 121,485 | ..... | ..... | 121,485 |
| Guanico, P. R. | 68,137 | ..... | ..... | 68,137 |
| Grand total | 7,325,160 | 854,970 | 6,125,091 | 14,305,221 |

Twenty companies exported petroleum from the Tampico district during January, 1921, of which 18 were American companies and 2 English and Dutch. The American companies exported 15,732,583 barrels, or 84.7 per cent. of the total, against 2,869,915 barrels, or 15.3 per cent., by their English and Dutch competitors.

## PLANS TO BUILD NAIL KEG PLANT

M. L. Van Hook, of Benton, Ark., is planning the building of a nail keg factory at Slocomb, Ark. Mr. Van Hook is an experienced operator of nail keg plants.




# THE NATIONAL COOPERS' JOURNAL

**Devoted Exclusively to the Cooperage Industry**

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
C. A. McCANN, Associate Editor

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, MAY, 1921 No. 1

**SUBSCRIPTION**

$1.00 per year, in advance, postage free, in United States and Canada. Single copies, 25 cents.
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## NEW ADVERTISERS

**Oil Brokerage Co., New Orleans, La.**
**Scott-Edwards Cooperage Co., Galax, Va.**

Our thirty-seventh birthday.

Boost the wooden barrel—not some time, but all the time.

It is claimed that "After me the deluge" is the general slogan of timber cutters.

Mr. Apple Man, now is the time to place your apple barrel and apple barrel stock orders.

By the time this issue of the JOURNAL reaches its readers the cooperage men will be assembled at St. Louis in Sixth Annual Convention. A great meeting is expected.

Reforestation is now the question of the hour. Our New Orleans correspondent in this issue gives some interesting information as to what Louisiana is doing in the way of reforestation.

A plan to consolidate all of the railroads of the country into five great trans-continental systems was filed with the Interstate Commerce Commission at Washington April 25th by Fred Brown Whitney, of Waukegan, Illinois.

Apostles of Peace and Harmony are the greatest need of the day, and it is surprising how each and every one of us can serve in this capacity every day, some little and some much—and right in the regular walk of our every-day affairs, too. It only needs the "will" to "try" to accomplish results.

As the JOURNAL is going to press with its May issue delegates to the annual meeting of The Chamber of Commerce of the United States are assembling at Atlantic City to participate in what will undoubtedly prove one of the most important annuals ever held by the national body.

Latest report of the Bureau of Crop Estimates, issued April 22d, is to the effect that condition of crops after the March and April severe cold spells was found satisfactory. It is the general belief that the late apple crop is unharmed. This is good news for the cooperage and cooperage stock men.

No cooperage stock manufacturer needs orders so badly that he can afford to jeopardize the standing of his own business, to say nothing of the future good of the industry of which he is a member, by indiscriminate price quoting regardless of production costs.

According to our London correspondent, the British slack barrel trade has been affected by the slump in the chemical trade, while a collapse of the herring trade has hurt the tight barrel line. In labor adjustment our correspondent says that co-operation between employer and employe being characterized by greater unanimity is expected to work much good.

For the sake of better business the expenses of traveling men must be reduced, according to R. J. White, of Milwaukee, Wis., national president of the Travelers' Protective Association, who has appointed a committee of five, representing all sections of the United States, to form a policy. The first fight will be on railroad fares. A nation-wide investigation of prices charged by hotels is also under consideration.

Prosperity, Harmony and Peace move on apace. Believe it, for their coming is not far distant. Mankind the world around is becoming tired of the old order of things and is ready for the new—and this new order is not to be based on the supremacy of the few, but on the contentment, health, prosperity, freedom and happiness of the whole. Mankind by its own confusion has wrought its own dire extremity, and since man's extremity is God's opportunity, the way of right living for all must be at hand.

According to our Chicago correspondent, there was some hot discussion at the hearing on Western Trunk Line, Docket No. 6, the cooperage interests making it plain to the railroad representatives that an increase in rates on barrels at this time meant a corresponding advance in food prices. With the carriers attempting to reduce their expenses and yet keep the freight rates up is going to prove a losing fight in the estimation of the majority of business men. The cooperage interests feel that as a result of the representations made to the Standing Rate Committee they will disapprove the docket.

As to the prospects down South-ways our New Orleans correspondent says: "Business conditions in this section are constantly improving. The demands for cooperage by the oil interests are constantly growing. The call for produce barrels is large and coopers are hustling to keep up the supply. The second-hand barrel trade is brisk, as usual. Stock salesmen are right on the job, and advance orders for sugar barrel materials for next fall are being rapidly placed. Receipts of heavy oak staves are large, and the export business in that line is still growing, and will yet get back to prewar proportions. Prices have struck bottom and are bound to advance. Just at this time and place it is not easy to figure where the mill man's profits come in, but all indications are that conditions will soon improve."

Says B. C. Forbes, in a brief introductory to a recent trade article in the *Philadelphia Public Ledger*: "Pessimism becomes less and less fashionable. Mind, we are repeatedly told, governs the body. Mind also governs business. Hard-headed business men pride themselves on basing their judgments always on facts, but what produces facts? Facts developed from wrong-thinking lead to wrong conditions. Right-thinking leads to right conditions. Happily, we are beginning to regain our mental equilibrium. We have overcome our nervous prostration, our hysteria, our unseemly melancholy. We are coming to realize that this old world somehow manages to keep on spinning around." The business man that has faith and courage has two assets that defy defeat, no matter beneath what guise it seeks to approach or by what method it strives to overcome.

Plans of Secretary Hoover for development of foreign trade and assistance to American business interests generally were outlined at Washington April 22d in a request to Congress for an appropriation of $618,000 for the Department of Commerce. Need of better facilities for the collection and dissemination of trade information and for compilation of data on housing conditions, as well as recommendations for the elimination of industrial waste and the standardization of business methods, were emphasized by the secretary in connection with the request. Creation of twelve new divisions in the department for studying world trade opportunities was proposed by Mr. Hoover. He also indicated his department would make a vigorous effort to eliminate industrial waste by studies of methods employed in various commercial activities.

## NEXT TO IMPOSSIBLE TO FORM ANY OPINION AS TO PRESENT MARKET PRICE OF STOCK EVERY CAR A SEPARATE AND DISTINCT CONTRACT, SAYS C. M. VAN AKEN

It has been said, and said truthfully, that there is no business in existence that is handled with as little regard for cost of production as the cooperage business.

When there is an opportunity for high prices those who are interested in this line of business apparently devote their entire energy to pushing the price as high as possible without any regard for cost of production or the effect that it will have upon the barrel, and when the situation changes and barrel people hesitate in buying, the cooperage stock people put their stock on the market with an equal degree of thoughtlessness as to the cost of production and the effect that this will have upon the finished barrel. The absorbing thought, in this latter case, seems to be getting a car placed ahead of the other fellow.

Today it is next to impossible to form any opinion as to the market price of any kind of cooperage stock. The figures at the end of each month indicate that almost a normal demand for cooperage exists, but each car is a separate and distinct contract—one that has no relation whatever to its predecessors and absolutely no relation to an order that might follow.

Just now the dealer in cooperage stock is better off than the manufacturer, because he can let alone business in which there is no profit—this the mill with stock on hand cannot always do.

In October and November of last year, when the "slump" in cooperage, as we might term it, began to take place, it was generally considered that that change in the situation was due very largely to a psychological proposition. In other words, it was *thought* that prices would be lower and we immediately began to take steps to make them lower. To my mind the idea then expressed was right, and the same thing applies to the present situation. The end of each month shows that a fair volume of business has passed through our records, but it is largely unsatisfactory business because it is handled along the lines above suggested which is the only way that business can be handled under present conditions.

Some one has said that trouble never comes single-handed, and since the "slump" in cooperage began last fall, the truthfulness of this statement has been emphasized, for while our difficulties are largely psychological, at the same time numerous things have been developing to prevent cooperage stock people getting their minds shifted around so that they can see bright prospects ahead, even though they realize an optimistic attitude would help the situation considerably.

As the sun breaks through the clouds on a summer day, so this optimistic attitude has broken through the clouds of our cooperage sky on several different occasions since last fall, but it has been covered up about as soon as it has broken through, for when the cooperage stock man made a special effort to get his mind pointed in the right direction something immediately came along to cover up the sunshine; first, it was strikes; then a frost; then a real hard freeze. All of these things would have worried us but little last year when, figuratively speaking, the sun was shining brightly, but this year when the rays of the sun are obscure, these happenings have obliterated it entirely from the sky of many cooperage stock people; still, as has been said, when the end of the month comes around we find that the amount of cooperage stock moved is very close to normal.

We are looking for a change for the better at any time and we hope that it will come soon.

## REPORTING ON PROSPECTIVE APPLE CROP REPORTS, WALTER C. HARTMAN EXPRESSES HOPE THAT THERE WILL BE A SMALL CROP SOMEWHERE

For our report this month we might quote from the "Tales of Woe" we are getting from a great many of the fruit growers and apple barrel makers, sorrowfully commenting upon the frost and freezing weather that has partially or wholly destroyed the apple crop in some sections.

As if it was not enough for the cooperage people to suffer the loss of even a reasonable profit over the cost of manufacturing and be compelled to digest the contents of letters from consumers generally that their demands were few and they were buying from hand to mouth. To add to the pessimistic atmosphere comes the news of the injured fruit crop, upon which no small amount of business had been depending. In more than half the sections where apples are raised disaster is reported.

Every year more or less of the apple stock is injured about this time and in many instances the reports are

very much exaggerated. We have investigated personally and do know that considerable injury has been done in various sections this Spring, principally because the majority of March was so warm that the buds on the trees developed prematurely. We do hope, however, that in some sections where no apples are now reported there will be a small crop, and it is fortunate that there are some districts where the fruit has not yet been injured. Generally speaking, miscellaneous trade is still limited in volume but the prices have reduced to such a low level that it is reasonable to propose that manufacturing be curtailed in every section, then stocks will not be found to be plentiful.

## BUSINESS IS GOOD IF YOU MAKE IT SO, SAYS TEXAS BARREL CO.

The following clipping taken from the Houston (Texas) *Post* touches the activities of our progressive cooperage friends, the Texas Barrel Company, of Houston, Texas:

"Business is good, if you make it so," according to officials of the Texas Barrel Company. This firm suffered a disastrous fire on January 16, which completely destroyed their plant as well as a stock of staves sufficient to last a year. Despite this fact they continued the work under makeshift conditions so as to make prompt shipment to customers in all parts of the country. At present the plant is running night and day to take care of consignments to such distant places as St. Louis, St. Paul, Milwaukee, Sioux Falls, South Dakota and San Francisco.

Some idea of the size of the concern may be drawn from the fact that at this time they are finishing 200 new ice cream kegs each day in addition to the great number of damaged ones they are repairing. That business is good is shown by the fact that the entire output for the year is already sold. Ground has been leased and plans are being drawn for the erection of a cooperage shop which will be complete in every detail and 200 by 60 feet in size. With the completion of this new building the company will handle and manufacture barrels of all descriptions.

The officers of the concern are J. Noodleman, president; J. Becker, vice-president, and G. J. Kapner, secretary and treasurer.

## CREDIT MEN DEMAND FEDERAL TAX RELIEF

The Pennsylvania and New Jersey Credit Men's Association, meeting at Allentown, Pa., early in April, in annual conference, adopted resolutions expressing confidence in the business stability of the nation and calling upon the granters of credit to exercise the spirit of helpfulness; commending proper valuation, reduction of prices and continued effort in production, and indorsing efforts by business interests and labor to effect an adequate adjustment.

Revision of Federal taxes was urged, and speed was demanded in reducing the burdens on business.

About 200 members attended the conference. E. F. Titlow presided at the morning session and George T. Haskell at the afternoon meeting, while Harry F. Meyers was toastmaster at the banquet. One of the principal addresses was on "A Study of Credit Management," by J. W. Hallman, of the Sun Co., Philadelphia.

Virtually all the discussions were led by J. H. Trego, of New York, the national secretary, who impressed on his colleagues the value of the three C's—Character, Capacity and Capital.

## URGES TAX EXEMPTION FOR UNITED STATES FIRMS DOING BUSINESS ABROAD

Exemptions of the profits of American concerns doing business in foreign countries from the American Excess Profits and Income Tax Laws was recently advocated by Secretary Hoover.

Complaints have been received from American concerns in all parts of the world, Mr. Hoover said, that they were forced to compete with foreign houses who paid only local taxes, while American concerns paid excess profits and income taxes at home in addition to the dues in the foreign countries.

## MAJOR STAVE CO. INCORPORATES

The Major Stave Company, Monroe, La., composed of Arkansas and Louisiana interests, recently filed articles of incorporation. The capital stock of the company was placed at $100,000.

## NEW STAVE PLANT AT ALEXANDRIA, LA.

The Indiana Heading and Stave Company, Huntingburg, Ind., has placed a stave and heading plant in operation near Alexandria, La. The plant is in charge of Secretary C. J. Hubbard.

## EXCESSIVELY HIGH RAILROAD RATES SERIOUS HANDICAP TO BUSINESS SITUATION, SAYS ARCHER WALL DOUGLAS

An indication that business conditions throughout the country are getting better is found in the fact that the volume of distribution by jobbers and retailers showed a distinct gain in March over February, says Archer Wall Douglas, chairman of the Committee on Statistics and Standards of the Chamber of Commerce of the United States. Mr. Douglas reports at length on the business situation in the May number of The Nation's Business.

The whole tone of Mr. Douglas' report is optimistic. He points out many signs as indicative of an improvement in the situation, and as tending to foreshadow a return to more settled and stable conditions. Some of the most striking points in Mr. Douglas' report are:

"Excessively high railroad rates are one of the serious handicaps of the situation, while they likewise fail in their original purpose of providng adequate revenue for the roads. They are prohibitory in their effects. In some cases, especially those of early fruits and vegetables from the far South to Northern and Western markets, the cost of transportation is from four to five times the price received by the producer.

"The most significant and possibly most cheering feature of the situation is that the automobile business seems to have been not dead, but sleeping. There is a resumption of operations in a modest way by some factories which were shut down, but which now have orders in hand. Also there is increasing sale for used cars.

"There is a better demand for lumber and prepared roofing and paint because of somewhat more building and construction. There is more building going on in the cities than in the country, and there will not be much construction of any description on the farms until another harvest has shown the farmer where he stands.

"Manufacturing is running mostly on short time. In the shoe trade, the demand for women's shoes is much better proportionately than for men's footwear.

"Winter wheat is in unusually fine condition.

"There will be much less cotton acreage planted this year than last. The crop will receive less fertilizer than last season, but much greater intensive cultivation. There will be more of a diversified crop in the South this year.

"The farmer is economizing as he has never done before. He is making greater use of the horse and leaving the automobile in the barn. But while he is economizing on some things, he is also buying somewhat more freely, especially the farmer in the grain regions. This is a healthy sign, for the genuine beginning of better times is likely to come from agricultural rather than industrial life."

## SECRETARY HOOVER SEES NATIONAL PERIL IN FREIGHT RATES

On April 15th Herbert Hoover, Secretary of Commerce, warned the nation that maintenance of the present high level of railroad rates would tend to remake the agricultural and industrial map of the United States. Mr. Hoover, speaking to the Executive Committee of the American Farm Bureau Federation, assembled at Washington, pointed out dangers that confront farmers on abnormal carrying charges.

"Railroad rates," asserted Mr. Hoover, "bear an intricate relation to our national prosperity, and unless they are lowered quickly there will be a decided shifting of agricultural industry. Our present rates will soon move our graneries to foreign shores, for today it costs thirty cents a bushel to ship grain from Missouri to New York and ten cents by water to Argentina. We should take a lesson from Europe. We cannot afford to depend upon overseas for our food, for it undermines our basic industry.

"We cannot afford to protect our foreign commerce without giving attention, step by step, to the development and production of our agriculture. During the war we had extreme paternalism. The American Farm Bureau Federation comes from the people itself. Paternalism will destroy the basis of progress and growth if continued in peace times. This is a period of co-operation, necessitating effective groups and proper co-ordination.

"I have studied your co-operative grain-marketing plan as promulgated by the Committee of Seventeen and adopted recently in Chicago. This marks a step in progress. We cannot tell how successful it will be, but, in any event, the experience will be valuable."

The Columbia Cooperage Co., Brooklyn, N. Y., has been organized with a capital stock of $5,000. Address of the new company is 1838 W. Eighth Street.

## WANTS IN COOPERAGE LINES

*M. S. Roby, Boscawen, N. H., is in the market for apple barrel stock. Also nails and staples.*

*Florida Stave and Timber Co., River Junction, Fla., is in the market for a second-hand stave saw and equalizer.*

*Southwark Cooperage Co., Tasker Street wharf, Philadelphia, is in the market for tight cooperage of every description.*

*W. V. Frank, Linville Depot, Va., is in the market for a second-hand Whitney stave saw for getting out 20-inch staves.*

*General Cooperage Co., Second and Willow Streets, Philadelphia, is always in the market for tight and slack barrel heading.*

*C. S. Bigelow's Cooperage, Gasport, N. Y., is in the market for staves, hoops and heading sufficient for 10,000 apple barrels.*

*M. S. Roby, Boscawen, N. H., is in the market to consider price list and catalogues of machinery for manufacturing apple barrel stock.*

*C. W. Baxter, Fruit Commissioners' Office, Department of Agriculture, Ottawa, Ont., is in the market to correspond with hoop machinery manufacturers. Full particulars, catalogues, etc., are requested.*

*The Joe Timmer Hardware Co., Armour Station, Kansas City, Kans., is in the market for a second-hand combined hoop flaring, punching and shearing machine. Must be in good condition. State delivery point and lowest cash price.*

## THE PEKIN COOPERAGE CO. PERMANENTLY LOCATED AT 25 BROADWAY, NEW YORK

A letter from President H. G. Herget is to the effect that the Pekin Cooperage Co. is now located permanently at 25 Broadway, New York. The Pekin Cooperage Company's new headquarters are 659 new Cunard Building and the many friends and customers of the company throughout the trade are asked not only to make note of the new address for corresponding purposes, but to remember it for the purpose of accepting the invitation to call which President Herget extended to all.

## ALEXANDRIA COOPERAGE AND LUMBER CO. ESTABLISHES PLANT AT PENSACOLA

C. A. Weis, president of the Alexandria, La., Cooperage and Lumber Company, passed through New Orleans during the past month en route to Alexandria from Pensacola, Fla. The Alexandria Cooperage and Lumber Co. has established a saw mill near Pensacola which will be ready for operation some time in June and Mr. Weis is preparing to move his family to that city. It is expected the plant at Alexandria will cut out in July, but in the meantime the company will have considerable stocks there to move so that an office will be there for several months at least after the mill has cut out. G. V. Patterson will also go to Pensacola as soon as the stocks at Alexandria have been disposed of.

## MAY AID WORLD TRADE FAIR

Secretary of Commerce Herbert Hoover has under consideration the proposal of the Oakland Rotary Club, Oakland, Calif., through Victor O. Lawrence, member of the International Committee on Business Methods of the Rotary Club, to send a Government vessel around the world with American business men for the purpose of studying American foreign trade markets, according to report recently sent out.

Reply to a letter submitting the project has been received from Richard G. Emmett, secretary to Mr. Hoover, asking that further details be sent at once.

The plan would be to utilize a Government Shipping Board vessel for the tour, with operating costs to be borne by the men taking the trip. About 600 business men from throughout the country would form the party.

A staff of university professors would conduct regular courses in foreign trade subjects while at sea. In port the business men would make acquaintance with business men in each locality and study possibilities of American trade expansion at the same time.

This proposal was presented by Mr. Lawrence to the Rotary International Committee on Business Methods at its meeting in Chicago last January and received the indorsement of the committee, comprising F. B. Anderson, president of the Toledo Rotary Club; Charles C. Gates, of the Gates Rubber Co., Denver, Colo.; Hill Ferguson, of the Jamison Real Estate Board, and Jack Jones, manager of the Alexander Hamilton Institute.

The proposal has further received assertions of co-operation from the University of California.



## ST. LOUIS REPORTS FAVORABLE INDICATIONS FOR TRADE IMPROVEMENT—MANUFACTURERS HAVE PRODUCTION WELL IN HAND

The cooperage industry hereabouts, both slack and tight, is rather quiet at the present time, but indications look favorable for an improvement before very long. The majority of the barrel plants are only running part time, some about half and others about thirty per cent. But little production of staves and heading is being done, as the demand does not justify much more of a production. There is a fair offering of stock, which rather plentiful, but cost of production is still higher than ruling prices, so the market is weak. The result is that sales are not being pushed. Holders are inclined to await better prices rather than push sales.

### Looks for Flour Barrel Demand to Increase When Wheat Corp Comes In

The Schaperkotter Cooperage Co., tight barrel manufacturers, report that there is a slight betterment in business. They are only working their plant about twenty-five per cent. time. There is no call for flour barrels and they have not manufactured any for quite a while, but a revival in the demand is anticipated after the wheat crop comes in. Fruit prospects are conflicting. The recent cold weather in the apple-producing territory has done considerable damage, but it is believed that there will be at least a twenty per cent. crop.

C. F. Meyer, of the St. Louis Cooperage Co., reports business very quiet, saying that at present there does not seem to be much chance for improvement, at least not for a while. They are operating their plant a little better than half time.

P. T. Bolz, of the P. T. Bolz Cooperage Corporation, reports their business has been quiet for some time and but little business has been done, therefore, they are operating on a small scale only. Prices are below the cost of production. P. T. Bolz, of the corporation, returned about the middle of the month from a business trip in the North.

Mr. Bolz also gave the information that their new two-knife plant slack stave mill at Melville, La., has been completed.

The Charles Wunderlich Cooperage Co., are working only on a fifty per cent. basis at their two-knife stave mills at Luxora, Ark., and single-knife plants at Monette, Manila and Keiser, Ark., also at their cooperage factories in this city and Springfield, Mo.

### Voll Cooperage Co. Starts Auspiciously

E. P. Voll, for many years connected with the Bolz Cooperage Corporation, has gone into the cooperage business for himself, under the name of the Voll Cooperage Co. Mr. Voll has opened offices in the Federal Reserve Bank Building. The new company starts under the most favorable auspices. It starts with five stave mills, two heading mills and a hoop connection.

E. P. Voll, the sales manager for many years of the Bolz Cooperage Corporation, who resigned to go into business for himself, as above mentioned, has been succeeded by J. P. Gordon, who will be assisted by George C. Bolz, who has been in charge of the Bolz operations at the Cape Girardeau, Mo., plant.

### Late Apples Will Do Well

According to a statement made by S. D. Fessenden, Illinois agricultural statistician, only late apples are expected to do well. This was caused by the freezing weather during the past few days. This will seriously affect the apple barrel industry very seriously, as the apple crop in Calhoun County, a few miles east of St. Louis, in Illinois, looked to St. Louis for its barrels in which to ship the crop.

### St. Louis Personal Briefs of Special Interest

V. W. Krafft, secretary-manager of The Associated Cooperage Industries of America, and O. T. Stendle, president of the Mills Shoals Cooperage Co., were in Chicago a few days ago.

W. P. Anderson, president of the Gideon Cooperage Co., is back from Tampa, Fla., where he has been during the winter and early spring. He went down there for his health, which has improved in consequence of the trip. He reports that stave-making operations at Gideon, Mo., were resumed a few weeks ago, but it was only for the purpose of working up the logs the concern had on hand.

## BONWAL FOREST PRODUCTS CO. IS FORMED

According to report just received Walter R. Arick, for the past several years connected with cooperage and lumber circles, has expressed his optimistic view of the future business outlook by establishing an office in Fort Wayne, Ind., under the name of the "Bonwal Forest Products Co." for the purpose of dealing in lumber and tight and slack cooperage.

## Philadelphia Second-Hand Barrel Group Hold Monthly Meeting

The regular monthly meeting of the Philadelphia Group of The Associated Cooperage Industries of America was held at the Old Colony Club, Bellevue-Stratford, Thursday evening, April 21st. This Group meeting is held monthly in order to create good fellowship and co-operation on the part of the members. At the April meeting the outlook for business was under discussion. Reporting on the meeting, W. S. Grier, of Wm. E. Cooper, Enterprise Cooperage, says: "We are all of the opinion that within the next sixty days we shall see a decided change in the way of increased activity and more confidence shown on the part of buyers. At the present time there are very few inquiries for the purchase of barrels, most of the inquiries being from parties who wish to dispose of stock now in their possession. At this writing, however, conditions are much better and prices firmer than they have been for the past few months.

### Will Apply for Ruling of 12,000 Pounds Minimum Carload Weight

"The committee which attended the meeting of the Official Classification Committee in New York on the 18th inst. reports that they had a very lengthy hearing before this committee with the view to having barrels listed at an estimated weight of 75 pounds each. However, after debating this matter before the committee we are of the opinion that it would be well to withdraw our application of 75 pounds per barrel and in the place of same apply for a ruling of 12,000 pounds minimum carload weight. This is brought about by the reason of many barrels not weighing 75 pounds each, especially those that are soft and gumwood and other barrels which are oak and have light staves. This matter will be discussed at the convention in St. Louis next month, and we will be in a better position to advise the trade at that time.

### Members of Philadelphia Chamber of Commerce Address Meeting

"After the members had partaken of their supper and disposed of their business they were afforded the unusual pleasure of hearing from Col. John Price Jackson and Col. G. W. B. Hicks, of the Industrial Relations Committee, Philadelphia Chamber of Commerce.

### Refuse to Negotiate Settlement of Labor Trouble

"While the meeting was in progress, we were advised that President Andrew Hughes, of the International Coopers' Union of North America, in company with Mr. Charles Kelly, president of local union No. 108, desired an audience with us to negotiate settlement of the labor trouble which we are experiencing in Philadelphia. The members refused to negotiate, as the employers have absolutely decided to run their business on an "open shop" basis and have so advertised the fact to the workmen. It is not our intention to negotiate with any officer, delegate or representative of any labor union, but we will deal with the men individually, and as soon as they are willing to return to work on an "open shop" basis we are willing to employ first-class coopers individually at a weekly wage of $38.00 for a 48-hour shift. This is more money than the coopers of other markets are receiving, and we trust that the men themselves will use their common sense and good judgment and act to the best interest of themselves and their families. As far as the Enterprise Cooperage plant is concerned, we are now working and have been for some weeks past, with a sufficient quota of men for the business which we have on hand; in fact, we could take care of an increased volume providing we were fortunate enough to have it. The labor dispute has now been in effect since February 18th.

### Philadelphia Coopers Will Leave for St. Louis in Special Car

"Relative to the coming convention to be held at St. Louis May 3d to 6th, inclusive, would advise that the Philadelphia delegation will leave in a special car from North Philadelphia Station Sunday evening, May 1st, 6.41 P. M.

## WILL MAKE TIGHT COOPERAGE

The Huckaby-Massman Cooperage and Lumber Company, Pine Bluff, Ark., has been organized with a capital stock of $15,000. The company will specialize in the manufacture of tight cooperage stock and will also produce hardwood dimension stock.

## FARMERS' MAUFACTURING CO. HAS FIRE LOSS

Fire of an unknown origin recently destroyed the cooperage plant at Orange Mills, Fla., operated by the Farmers' Manufacturing Company, of Norfolk, Va. The loss is placed at $15,000, about one-half being covered by insurance.

## PRESENT BUSINESS STAGNATION ARTIFICIAL AND CANNOT CONTINUE, SAYS JOURNAL'S LONDON CORRESPONDENT

In these dark days of trade depression it is good to find that the voice of the optimist has not been entirely stilled. There are, of course, scores of well-meaning Mark Tapleys, who cheer us with delightful prephesies of coming events without a substance of shadow, coming events clothed in gold raiment which, on being subjected to closer inspection, turn out to be worthless tinsel and embroidery, delightful prophesies of good times to come—without, alas, being able to put forward a single substantial reason for the faith that is in them. More helpful and much more reassuring is it to find that a less doleful outlook is now being taken by those who are credited with inside knowledge and are able to read the trade barometer with some degree of accuracy.

### When Falling Market Reaches Rock Bottom, Trade Improvement Will Begin

The present stagnation, in the opinion of the JOURNAL's correspondent, is artificial and cannot continue. When the artificial block comes to an end the change will be rapid and the wheels of commerce will once more turn as of yore. We of the cooperage industry have not to the same extent felt the depression as other trades. We certainly have had our slack periods, but, happily, these have been of short duration. Whilst we have not been inundated with orders, things have on the whole been considered very fair. The unsettled conditions of the country are to a large extent responsible for the great diminution of trade. The ever-falling market is also causing a great unsteadiness, and until the rock bottom has been reached we certainly cannot look for any great improvement.

### Slump in Chemical Trade Affects Slack Barrel Trade

The tight work branches are not suffering to the same extent as the dry work branches. The slack branches are at the present moment in rather a bad way owing to the great slump in the chemical trade. This has been brought about to a large extent by the heavy and abnormal imports from Germany. Of course, we are not blameless for this condition of affairs.

### A Hungry Stomach a Great Stimulus to Sane Thinking

After the cessation of hostilities the noble, patriotic cry went out to "make Germany pay," "we must have indemnities," etc., the result being that instead of Germany paying the indemnity, we are paying it, and that to the uttermost cent. Any man with but a faint and feeble smattering of economics must surely know that to get an indemnity, same has more or less to be paid in goods, or, in other words, we have got to keep the defeated nation hard at work whilst our own people at home are kept hard at play and minding the baby, as someone has said. Of course, an empty stomach usually brings out the thinking propensities of a man, and it has done so in this case.

### Collapse of Herring Trade Also Hurts Barrel Man

Another branch of our trade that has suffered very keenly is that of the herring branch, through restricted demand, a result of the virtual collapse of the German, Polish and Russian trade, and at the present moment a demand is afoot for a cut in coopers' wages and a limited output per man of 36 barrels per week. We have now news of the governmental recognition of Soviet Russia, and this might help matters a little. At any rate it is a step in the right direction and should lead to greater things.

### Co-operation Between Employer and Employe Is Expected to Work Much Good

The inauguration of the National Joint Industrial Counsel in conjunction with our trade has been characterized by a greater unanimity between the employer and employe in the matter of trade conditions and government, and I feel sure that with this spirit animating both parties a more hopeful feeling will be engendered and also tend to foster and build up our trade to a degree not even thought of a short time ago.

## CLOSING OF STAVE MILL CAUSES DISCORD IN HARMONY

Report from Harmony, Ark., says the name of this place may be Harmony, but there is a discordant note as a result of the closing of the Pritchard stave mill. The plant will be down for an indefinite period and Mr. Pritchard has returned to Little Rock to await the return of a change for the better in business conditions.

That part of the barrel factory of J. E. Coursen, Wilmington, Del., recently burned, is being rebuilt.

The Planters Mfg. Co., Mt. Olive, N. C., has reorganized and increased their capital stock. The company manufactures barrels and other packages.

# Chicago Reports Cooperage Trade Moving Along—Good Attendance at Western Trunk Line, Docket No. 6, Hearing—Favorable Decision Expected

Business among the stave, heading and hoop men, in both the tight and slack lines, has been rather slow. Members of the trade state that they expect better business while some of them are more enthusiastic about the recovery of the industry than others. Of course, the entire trade is optimistic, but they have been that and that alone for some time now and, therefore, like members of other industrial pursuits, they are beginning to ask for some concrete examples of recovery in their particular lines. All industry today feels certain that there will be a general recovery of business very shortly. Some of them state that to a certain degree this has been evidenced already.

As one member of the trade recently remarked, "we are going along like all the rest. We are getting orders from time to time; they are small, but just what the manufacturers have to have to keep going."

### Selling Is a Little Easier

This member of the trade has voiced the opinion of almost all industry. Here and there we find a branch of commerce which is working over time, but that is scarce. For the most part business is just going along and covering expenses. Salesmen are selling a little easier, perhaps, than they did two or three months ago, due to a stronger confidence on the part of dealers throughout the country. The recent opening of the automobile factories and the return to operations of some of the tire manufacturnig plants has instilled a greater hope for the future in the hearts of some of the industrial heads. Also the announcement recently of a reduction in the price of steel has helped to some extent.

### Recovery in Building Trades Would Help All Business

What this city needs more than anything else to bring about a recovery of industrial pursuits, is a recovery of the building trades. When the building workers decide to accept the reduction in pay of 25 cents an hour and go back to work, all industry here will pick up and thousands of men now idle will be put to work. The steel mills are almost entirely closed down and the lumber men are doing almost nothing as well as a number of other industries which are just waiting for building activities to recommence.

### Hog Shipments Will Mean Call for Barrels

Joseph M. Taaffe, secretary of E. Henning, Inc., said that he thought business might pick up when the farmers begin to ship in their products. He mentioned hogs as an example and said that with the arrival of this stock, lard would be made and barrels needed.

Mr. Taaffe, like a number of other members in the trade here, said that business had shown but little signs of recovery recently. April is said to have shown very little better than March, all business in general just traveling along at a "jog" with no animation in evidence.

### See-Sawing Prices Reason for Slow Buying

See-sawing prices are said probably to have had a great deal of effect on slow buying. Buyers readily take advantage of the fact that quotations to them vary. They find some of the houses willing to make sacrifices of a certain degree in order to encourage greater activity in the market, and instead of falling in line and buying, it is said, they hold out in the hope that prices will go down further. It is said here in some circles that prices in the cooperage industry have almost struck bottom.

### Cooperage Plants Operating Average

After asking a number of members of the trade at what comparative capacity cooperage plants were operating at the present time an average was taken, and it shows that for the most part factories are operating close to fifty per cent. of what they were last year and between sixty and seventy-five per cent. of normal 1914. This percentage is about the same as all industry is operating today. A number of industries have recently made reports showing that they are doing better than they did during the closing months of 1920, but their present production is very close to the figures given for the cooperage industry.

### Hearing on Western Trunk Line Docket No. 6

Manufacturing coopers and consumers of barrels attended a public hearing of the Western Trunk Line Docket No. 6, held before the Western Trunk Line Standing Rate Committee, in the Transportation Building here April 19th.

The meeting, which opened at 10 A. M., was attended by a good representation of both manufacturers and consumers. Victor W. Krafft, secretary of The Associated Cooperage Industries of America, with offices in St. Louis, Mo., was in attendance, representing members of that organization. The Chicago trade was especially well represented.

Docket No. 6, which contemplated the cancellation of Class "D" rating on barrels, substituting third class ratings in the Western Trunk Line Territory, reads as follows:

"6 Redocketed:

"*Cooperage, C. L.* Between all points. Present Item 485 WTL 1-0 provides Class D rates, minimum 14,000 lbs. on barrels, casks, kegs, tierces, etc. Item 630, WTL Cir. 17, provides Class D rates, minimum 14,000 lbs. west of the Missouri River, except in Nebraska. Item 660 provides Class D rates on pails, tubs, kits, etc., minimum 24,000 lbs. Proposed to cancel rules and allow application of Classification and Class rates subject to minimum weight rules of Consolidated Classification No. 2. (Proponent mentions only traffic to Omaha, Neb., from Chicago and Mississippi River.) (By Shippers.)"

### Some Hot Discussions

At the April 19th hearing there were some very hot discussions and the cooperage interests made it plain to the railroad representatives that an advance in rates on barrels at this time would be reflected in the price of foodstuffs for their own tables.

It is said here that to change the rates in barrels from Class "D" to a third class rating would mean an increase in freight rates in the Western Trunk Line Territory ranging from 250 to 300 per cent.

The trend of prices in every market today is downward, or should be unless it has hit bottom or lower. The carriers in advancing rates would increase prices, and it does not seem as though this action could in any way stimulate business, for the coopers or the carriers either.

As has been said by numerous industrial heads, the carriers are attempting to reduce their expenses and keep up the rates to where they are at present. And some of these business men wisely state that "you can not cut wages and overhead and keep the revenue on the finished article up, at least not for long."

At the Western Trunk Line Standing Rate Committee rooms April 20th the JOURNAL's representative was told that there was nothing final to report on the matter, as it was just opened for hearing and discussions and objections presented.

### Cooperage Trade Feels Confident as to Decision

The trade, however, does not feel that way about it. Following adjournment of the hearing the defendants made statements which showed conclusively that they felt satisfied that there will be no further attempt to cancel the prevailing Class "D" rating on barrels and put in effect a third class rating. Members of the trade and consumers who were at the meeting felt that they had made their objections strong enough to impress the proponent with the fact that an advance in freight rates on barrels would prove contrary to the general feeling in all markets right now. They showed that any advance in rate on this commodity would be reflected in all articles shipped in barrels and would tend to boost the price of barrels and the commodities for which it was used as a container in shipping. One member of the trade openly stated that a rate advance as proposed would push up the price of table stuffs sufficiently to be noticed.

There is no information at this date as to whether or not the matter will be brought up for further hearing, but the trade seems to feel that arguments as presented were sufficient to prove the inexpediency of the proposed action.

### Barrel Men Feel Inaction at Stock Yards

Manufacturers and second-hand barrel dealers state that the demand for barrels at the Union Stock Yards here "is almost a dead issue." It is said that the stock yards are not doing anything at all and that instead of growing better and more encouraging the condition as far as the barrel dealers and manufacturers are concerned, has been growing gradually worse.

It was thought that with the settlement of the threatened strike at the stock yards, that work would proceed toward a better and more optimistic end. Instead, according to barrel men here, "they have been cutting to the bone, from salaries to barrels, or from barrels to salaries, for barrels," said this member of the trade, "seemed to be the first thing in line when more conservative methods are enforced."

### Results of Recent Cold Spell Not Accurately Estimated

The raging wind, sleet, snow, rain and hail storm which passed through a large section of the country Friday and Saturday, April 15 and 16, has given the slack barrel manufacturers something else to think about. The wind, coming at a sixty-mile gale, destroyed a number of valuable apple crops for the coming season, the total amount of which can not yet be accurately estimated.

It is reported that through Illinois and neighboring States the fruit was badly damaged by the freeze and storm. The southern sections of Illinois, it is said, were hit hardest.

### Joseph H. Kirk Co. Suffers Pay-roll Hold-up

The factory offices of the Joseph H. Kirk Company, 725 West 31st Street, were the scene of a pay-roll hold-up Saturday morning, April 9th.

Chief of Police Fitzmorris had made an announcement to the effect that he was going to flood the city streets with policemen and detectives in order to check the growing number of Saturday pay-roll robberies which have been occurring in the west and south side factory districts. But despite this announcement, two bandits walked into the Kirk offices and ran off with $1,150 of pay-roll money.

Harry Kirk had just opened the safe preparatory to getting the weekly pay-roll ready when the bandits came into the office. Clerks and two or three company teamsters were in the office when the robbers arrived with guns in their hands.

"Throw up your hands," the bandits ordered as they entered. The clerks and others, numbering eleven, and Mr. Kirk, were ordered into a rear room. One of the bandits stood guard over them while his partner raked the money from the open safe.

Having accomplished their purpose, they backed out and sped off in a fact racing model automobile. It is believed at the Kirk plant that a third member of the bandit team was waiting behind the wheel of the car while the other two "pulled the job."

### Chicago Briefs

H. C. McConnell, of McConnell & Co., Mobile, Ala., was in the city recently and spent some time here visiting among members of the trade.

Burley Jacobs, associated with K. W. Jacobs Cooperage Co., of Milwaukee, Wis., came to Chicago to attend the hearing before the Western Trunk Line Rates Committee, April 19th, and while in the city visited a few of his friends in the trade here.

William E. Rosenbaum, of St. Louis, Mo., was in attendance at the recent carriers' hearing, representing shippers, in the capacity of consulting traffic manager for a number of them.

## SAD DEATH OF M. TAAFFE

No more regretted death among members of the cooperage industry could be recorded, nor one that will be more deeply deplored throughout the trade, than that of Mr. Matthew Taaffe, for so many years efficient and well-liked manager of E. Henning, Inc., of Chicago, Ill., and which followed just one week after he had sustained serious injuries due to being run down by a speeding automobile.

Mr. Taaffe was born in Ireland in 1856. He came to this country when seventeen years old. Going to Chicago in 1876, he became associated with David Henning, who was known at that time as the Apple King because of his extensive trading in apples. Mr. Henning owned some stave mills and made his own barrels, and Mr. Taaffe took charge of this end of the business. Upon Mr. David Henning's death the business, which by that time was confined to cooperage and cooperage stock, was carried on by Mr. E. Henning and Mr. Taaffe as a partnership, although Mr. Henning was at no time active in the management. In 1912 a corporation was formed under the name E. Henning, Inc., and Joseph M. Taaffe was taken into the concern as secretary.

It is Secretary Taaffe's desire to convey through the medium of the JOURNAL to Mr. M. Taaffe's host of friends in the industry their sincere and heartfelt thanks for the many tokens and expressions of sympathy received, and to announce that the same high principles will govern the policy of E. Henning, Inc., that have guided it in the past, and they hope to receive and merit their continued patronage.




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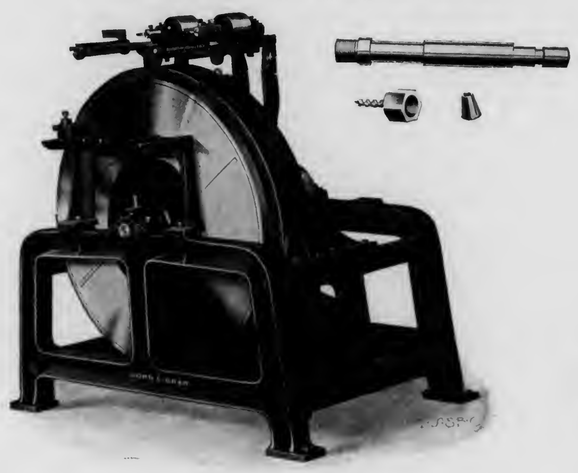

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# Memphis Reports All Manufacturers in the South and Southwest Moving Conservatively—Hoop Trade Holding Up

The very severe cold in the Memphis, Little Rock and Nashville sections as well as in points further south and in the Central district has undoubtedly hurt the fruit crop very much, the early crops particularly. This damage is of some concern to the slack cooperage and cooperage stock people. It is not known at this writing just how badly the late apple crop is hurt, but the freezes, sleet, and cold days have damaged peaches, early apples, and other fruits a great deal. Of course it is the late crops that chiefly use barrel containers, hence the good luck which may be in store for the cooperage trade. The tropical districts and certain sections outside the freezing belt may supply the needs of the consumers, but growers, agricultural experimental stations and other observers have made drastic reports as to results of the severe weather changes. As to vegetation in general, much of the crop fortunately is yet to be planted and the warm days of the late spring and summer will take care of that as well as potatoes and the cereals.

Right now dairy cooperage, butter tub stock, small cooperage, pails, buckets, etc., are the subject of some inquiry, while the hoop trade holds up.

### Export Situation Still Indifferent

The tight cooperage market is still draggy and most of the manufacturers have been inactive at the mills. Moderate stocks are on hand. Even with the few manufacturers that are operating beside the cold there has been rains that have interfered very much in the river sections. The export situation is still indifferent and pending the question of exchange, freight rates, etc., all operators in the South are moving conservatively. With mills the labor situation is all right.

The hardwood industries which reflect conditions as to cooperage and timber matters are still quiet, and, while there is an improvement in trade in high-class hardwood products, there is but little in the lower grades. The mills, however, are beginning to resume operations after being closed down in some instances as long as six months.

### Southern Manufacturers Will Be Out in Force at the Sixth Annual at St. Louis

Dealers in and manufacturers of cooperage products too will be largely represented at the annual convention of The Cooperage Industries at St. Louis early in May. Practically all of the firms in Memphis, Nashville, Little Rock, New Orleans and the smaller cities of the South that have mills will be represented and much interest is manifest in the forthcoming discussions.

### Business in General Shows Improvement

Business in general throughout the South shows improvement since March. Collections are reported good, with comparatively few failures, and, outside of a few chaotic happenings in the cotton country, business seems to be very sound. The cotton acreage this year will be unquestionably reduced. Memphis has recently started a big packing plant, the Memphis Packing Corporation, with a modern plant covering about twenty-five acres on Trigg Avenue and the Riverside road, where sheep, hogs and cows will be slaughtered on a large scale. The buildings are of concrete and very sanitary, and the management has been drawn from some of the largest packing industries in the country. A $2,000,000 investment has been made in the industry. Jos. Newburger is president of the same.

M. C. Smith, hoop manufacturer on the Speedway in New South Memphis, is just back from Paducah, Ky., where he attended a group meeting of the Kentucky Rotary Clubs. Mr. Smith is president of the Memphis Rotary Club, one of the largest bodies, commercially speaking, in Memphis at the present time and a very enthusiastic and representative one.

Fred Grismore, of the Grismore-Hyman Co., Central Bank Building, Memphis, has been visiting their Arkansas mills in and around Parkin, Ark. The company have considerable stock on hand and are, therefore, not manufacturing very actively at any of their mills. They report considerable inquiries in some branches of the trade, however, and are filling numerous orders.

### Personal and Trade Briefs of Special Interest

L. Carroll Hollingshead, of J. D. Hollingshead Co., Chicago, and E. A. Poessel, of the same firm, were in Memphis recently attending a group meeting of the stave and heading manufacturers, held at the Gayoso Hotel. Henry Wrape, of St. Louis, Mo., presided over the meeting and there was a good attendance. V. W. Krafft, of The Associated Cooperage Industries of America, St. Louis, secretary of the national body, was also in attendance.

George Nervig, of J. C. Pennoyer & Co's home office, Chicago, visited the Memphis office on the 17th floor of the Exchange Building during the past month. While in the South Mr. Nervig made a short trip through the southeastern mill section accompanied by C. H. Wright, of the Memphis office. In connection with their machinery department at Memphis, which is growing rapidly, it is contemplated to establish in the very near future a warehouse in Memphis. E. A. Bottsford, of the machinery department, is now making a trip through New York and Pennsylvania.

Max Fleischer, now at 475 N. McNeil Street, is operating in export staves and timber lines.

E. A. Powell, of the Powell Cooperage Co., the "Warrior Heads" manufacturers, 406-407 Bank of Commerce Building, Memphis, reports the spring outlook in yellow pine heading fairly good with some increased activities at their Georgia and Atlanta mills. Mr. Powell recently visited this section.

P. H. Miller, of the Chickasaw Cooperage Co., in North Memphis, reports that in tight cooperage stock lines conditions continue quiet but with exchange, freight and other questions pertinent to the market fixed, he looks to see a good year. The Chickasaw Cooperage Co. are interested in mills at half a dozen points in the South, Texas, Louisiana, Alabama, Mississippi and Arkansas, and have representation in the selling end in all leading South American cities. The Chickasaw Cooperage Co. and the Pekin Cooperage Co. are selling some cooperage product on the Pacific coast and in the large centers north and east, but report the export trade very quiet.

The Davis-Wood Stave Co., 400 Wisconsin Street, Memphis, manufacturing slack staves, is getting some timber over the Mississippi River, where their plant commands a fine sight on the east bank of the river, and they are filling orders chiefly from stock manufactured some time ago.

The Jackson Mound Cooperage Co., making slack barrels in the south part of Memphis, is fairly active, but is only manufacturing a minimum number of slack barrels.

The Dixie Cooperage Co., also in the south part of Memphis, Wm. Fay, a Michigander, at the head of same for many years, supplies several local flour mills with barrels, and also produce and wholesale grocery interests, and they are running on reduced hours. They also manufacture a line of vegetable crates, but their principal business is slack barrels.

C. E. Murray, at Decherd, Tenn., active in slack cooperage lines, recently took over a plant in South Nashville, Tenn., operated formerly by the Co-operative Barrel Co.

The Whitehouse Barrel Co., W. W. Dyer, of Columbia, Tenn., manager, is getting out produce barrels at one or two points in the South, Nashville, Tenn., and Hastings, Fla.

Welch-Millard Co., Fourth and First National Bank Building, Nashville, are giving attention to staves and heading at several mills in Tennessee and Arkansas. George Welch, of this firm, recently retired from official life in Tennessee, having been Railroad Commissioner for several years, and he will give renewed attention to his timber, stave and coal mining operations in the eastern section of middle Tennessee.

Harry LaNieve, of the Cate-LaNieve Co., Bank of Commerce Building, Memphis, has returned from an extended trip in South Texas and along the Mexican border as well as the coast cities of Louisiana. Mr. LaNieve was making the trip chiefly for his health, and returned greatly improved. He visited some of the cooperage plants in the South and he states that their slack barrel and stave interests in Tennessee and Arkansas and also their hoop mill is operating.

The Tensas Cooperage Co. at Sondheimer, La., has been taken over recently by the Sondheimer Co., of Memphis, a prominent hardwood plant, and they are manufacturing in Louisiana a line of slack barrel staves and heading. Mr. Dickinson, of the Memphis office of the firm, has sailed for Great Britain and Europe to study export conditions.

W. S. Hinzie, sixth floor of the Randolph Building, Memphis, states that they are manufacturing tight barrel staves at their cotton plant, Ark., but have closed down for the present their mill in Mississippi.

The Interstate Cooperage Co. on the Belt Line and Manassas Street, Memphis, is manufacturing oil cooperage stock here and at Belzoni, Miss. Ed. Highsmith is manager of the Memphis plant.

The Major Stave Co. is developing new stave and hardwood lumber manufacturing interests at Monroe, La. W. N. Adams, of Arkadelphia, Ark., and R. E. Major, of Monroe, La., are at the head of same.

C. J. Hay, stave exporter, of New Orleans, is back home after a trip of several weeks to Europe.

A. A. Luehremann, of the Kern Co., Ltd., New Orleans, La., was a recent visitor in the Memphis market.

The Huckaby-Massman Cooperage Co., of Pine Bluff, Ark., has been organized with a capital stock of $15,000 to manufacture tight cooperage.

The Tennessee Hoop Co. in North Memphis, is active and with considerable stock on yards is supplying needs of their customers promptly. Manager Harris looks to see a good summer activity.

George Markham, veteran manager of the Memphis Stave Co., slack stave manufacturers, on Wolf River just north of Memphis city limits, says they are filling orders with stock of staves on hand and are not pushing manufactures at this time.

Charles Hudson, of Hudson & Dugger, 14th floor of the Bank of Commerce Building, prominent in the heading trade, reports conditions unchanged in that business, and operations moderate until big business revives.

Mack Morris, of the Morris-Harlan Mfg. Co., Jackson, Tenn., was in Memphis recently. He has just returned from a trip east and having picked up quite a few orders while away, their tight stave and heading mill at Jackson is running.

## "DISPOSITION TO PAY IS GOOD," SAYS SAMUEL VAUCLAIN

"The disposition to pay is getting better every day and collections are very normal," said Sampel Vauclain, president of the Baldwin Locomotive Works, at a luncheon of the Philadelphia Association of Credit Men in the Hotel Adelphia, Philadelphia, April 12th. "As long as the disposition to pay is present in the business man, his credit is good, no matter how small his payments are."

Extension of a line of credit information sources around the world would expedite the restoration of foreign trade and establish it on a sound basis, according to Mr. Vauclain. Mr. Vauclain also urged immediate attention to the export business upon which progress at home depends.

Bankers' acceptances were spoken of as a starter in solving the foreign trade problem by Morton H. Fry, of Bernard, Scholle & Co., of New York. Mr. Fry explained that long-term notes were necessary in restoring stable conditions abroad, but that short-term credits would pave the way for longer term investments.

E. J. Cattell, city statistician, said there was five times more money hidden in closets and old shoes and carried around in pockets in this country today than ever before, and described the additional credit the nation would have if this money could be put into use.

## FREIGHT RATE CUT ONLY ALTERNATIVE TO RUIN

At Washington, April 18th, Agricultural interests urged their demand for a reduction in railroad freight rates, which, they said, would help relieve the distress of the farmers.

Secretary Wallace declared in a statement that a "substantial reduction" in freight rates would be "helpful now," and Carl Vrooman, a former assistant Secretary of Agriculture, asserted before the American Farm Bureau Federation conference that rates "which will enable traffic to move" constitute the only "formula that can save farmers from ruin, the railroads from bankruptcy and the country from panic."

Lowering of charges on some of the basic commodities, Secretary Wallace said, would produce more traffic for the carriers. Corn on Iowa farms, he said, was selling now at about thirty cents a bushel, as compared with a pre-war normal of 60 cents, while the freight rates and handling cost had doubled. The same thing, he added, was true of other grains and cotton. Other basic commodities, the secretary asserted, are from 50 to 100 per cent. in excess of pre-war normal prices.

## COMMERCIAL POSSIBILITIES OF THE UNION OF SOUTH AFRICA

Under the above title, the National Foreign Trade Council, India House, Hanover Square, New York, has just issued an interesting booklet. The booklet is a survey of the recent industrial expansion and the mineral and agricultural resources of a market presenting great possibilities for American enterprise. Copies of the booklet can be had free on request by addressing O. K. Davis, Secretary of the National Foreign Trade Council at address given above.

# John H. Kirby Makes a Strong Argument for Tariff Protection

The following address was delivered before the Southern Pine Manufacturers in annual session in New Orleans, La., April 4th to 6th, and, because of its general interest, is presented to our readers.

What can we as citizens of the South do to help our country? Everything! There is not an hour of our lives, not a day in our lives, on which and in which if you do no more than hold a just thought you would not be doing something serviceable to our great country. We Southerners have a greater duty than citizens of many other sections of the country, because prodigal nature has endowed our section of the country more richly than other sections of the country. And there is another duty upon us in that connection, and that is the duty that arises out of the circumstances that our vast raw materials are undeveloped. Other sections of the country have made greater progress than we have. Therefore, the only feature of federal legislation or national activity which I shall try to cover in these few brief remarks, is the tariff.

I am introducing the tariff because I have been connected with an activity lately with reference to it. Probably you gentlemen thought that this arose out of the circumstance that I was a manufacturer of lumber, but it is not directly. As a manufacturer of lumber in Texas I am not interested in a tariff levy upon lumber at the custom house, whatever the levy might be. My product does not need protection, because of the 40 billion feet of lumber used in America in a normal year less than a billion and a half feet comes from the outside, and that is cabinet woods; so that the little bit of lumber imported into the United States could not affect our market; whatever the levy at the customhouse might be, it would not be sufficient to pay the freight more than 50 miles into the interior, so that you can see our market would not be disturbed. I appeared before the ways and means committee on the 15th of January, and in the course of my statement I said that I thought there ought to be a duty laid upon lumber, not for the purpose of protecting the American producer, because it would have no effect on his price, as the amount of imports is too small to affect that price, but because this country is embarrassed with very heavy obligations. It needs revenue from every source available, and if I had my way I would levy a duty at the customhouse on all foreign goods that come into this country as a means of producing revenue. Upon this billion and a half feet of lumber, if it is a levy of $4 a thousand, it would produce $6,000,000 of revenue that those countries yould pay into the national treasury, and would reduce our tax burden to that extent. So I would levy upon that lumber just as I would levy upon fuel oil. If you put a levy of a dollar a barrel on fuel oil you would raise a revenue of $50,000,000. It would benefit the American oil producer, but we need that money, and why not let the foreign producer pay it, just as the producer of sugar in Cuba pays a duty which produces a revenue of 50 or 60 or 70 million dollars a year?

So I told them, when I appeared before the committee, that I did not appear as a producer of lumber, but as president of the Southern Tariff Association; and now I want to tell you about that association. Less than a year and a half ago the cotton farmers of Texas, the cattlemen, wool-growers and sheep herders were struggling along in an effort to rid themselves of the doctrine of free raw materials. It was anticipated that the next congress would be republican, and they knew that if it was republican it would revive the tariff. There had never been in the whole history of our country a political party with nerve enough to declare in favor of free raw materials while at the same time advocating a levy upon manufactures, whether for revenue or for protection, except in one instance, and that was in 1892, when my party said that, the democratic party. Four years later, in 1896, she repudiated it. The democratic party has never stood for that doctrine of free raw materials, and yet the Underwood tariff bill, now upon the books, carries the policy. What was the effect upon these friends of mine in Texas, who asked me to lend them some assistance in this organization? They were broke. The cattleman of Texas was without a market for his meat or his hides, and was facing bankruptcy, and for what reason? Because of free hides, and free hides were imported into this country from South America, notably from Argentina.

For a long time there was an effort being made to promote the growth of grazing in this cut-over land district of ours. It is no use if you are going to pursue this policy of free raw materials and keep meat on the free list, because they can raise steers in Argentina on the ranch without any cost, other than that usual on the ranch. They can fatten those steers on pastures sown down to clover, and feed them nothing. They have no need of any herders, cowboys or anything of that sort, and go to no expense at all. Suppose you raise some cattle down here on these forest lands; before you can market these cattle you have to fatten them. You can't buy corn and pay other expenses in this country to fatten your steers, and sell them in competition with the cheaper labor, cheaper lands and superior conditions in Argentina. Now, that has been demonstrated; we have been getting enormous quantities of meat from Argentina. You can take a yearling steer in Argentina, raised on that ranch, and fatten him on that pasture, and he will weigh 300 pounds more than an American steer raised in the best pasture and fattened on our American corn. They can slaughter them in Argentina, load them on refrigerated ships and transport them across to New York for less money than the cattleman of Texas has to pay for freight from Fort Worth to New York. Under those conditions, with Argentina supplying the demand, the American cattle raiser is out of business. With Argentina, Australia, New Zealand, Brazil and other South American countries and Mexico supplying the demand for hides, the farmer in this country who used to get a substantial price for hides, can hardly get enough out of them now to pay for skinning the animal. It would take the hides from three oxen to buy a pair of shoes; and yet they say it takes free materials to make cheap products—it doesn't always work.

Take the wool clip in Texas last Fall and this Spring; those great hoards in western Texas now rest in warehouses in San Antonio, El Paso, Del Rio and other towns, because there is not a man to bid anything for it. Why? Because the woolen industry in America has obtained and already delivered in this country more than a year's supply of wool from Australia and New Zealand. The American sheep-raiser can't sell his mutton because refrigerated ships bring sheep carcasses from Australia and New Zealand and sell them in this market for less money than the American farmer can produce them for.

The cotton farmer, you say, has no interest in this proposition; if you say that it is because you have not taken the pains to inform yourselves. Of course we are the cotton producing section of the world, and yet last year there was imported into this country 647,000 bales of cotton, because it was a better market, and we were able to pay for it and the European countries were not.

But that is not the thing that hurt the American farmer most; it was the seed. The value of the cottonseed crop in 1920, short as it was, shrank $320,000,000, and every dollar of that came out of the pockets of the American farmer. Perhaps you will say this was caused by the action of the Federal Reserve Board, but the principal cause was the importation into this country of vegetable oils from China and India, substitutes for cottonseed oil, but serviceable to the institutions in this country using cottonseed oil as a base material, and so much cheaper that it wiped out substantially every dollar of value of the cotton farmer's seed except such little utilization as he could get out of it for fertilizer.

That was the situation when I took on this tariff work. I was not interested in lumber; I was interested in the prosperity of my customers; I have a need for a paying customer the same as you have. Take the peanut grower. The value of the peanut crop last year was $120,000,000; this year—1920—it would hardly sell at all. Why? Because peanuts and peanut oil from Manchuria, sections of China and from India came in and took the market. Over there they pay a man 8 cents a day. Over here the American farmer pays his hands from $1.50 to $2 a day, and he can't compete with this cheap labor. Now, these members of the Southern Tariff Association insist that whatever tariff levies may be made shall be so made as not to discriminate against any section of country or any industry. The cotton farmer of Texas, as long as we protect the cotton manufacturer of America, wants such a levy as will equalize the cost of his product with that of foreign countries; otherwise, he is bound to go out of business. That is true of all producers of raw materials. The man who raises hides, so long as the products of leather enjoy protection, wants this same character of treatment. The man who raises wool, the man who raises mohair, and the man who raises meats, all want the same treatment at the hands of their government? Isn't that fair?

On this subject of protection, I have always believed I was a free trader. I believed it because the Courier-Journal when I was a boy said I ought to believe it, and nearly all of the politicians from that time on in my party preached the doctrine. When my people were being impoverished through an inequality in the law, and appealed to me to do what I could to assist them, I began to examine this subject, and I found that in the first 50 years of this government every known democrat was a protectionist. I found that in the first Congress the very second act—the first one being to prescribe the qualifications of the Congress—but the second act in the first session of the first Congress in the United States passed a tariff bill. They did not pass an act providing for per diem and mileage as they do nowadays as the first act; their first act after prescribing the qualifications of the members of those two branches of Congress, was a tariff act, and its caption read "An act for the purpose of raising revenue to pay the public debt, and to promote American manufactures."

Who comprised the membership in that Congress? Some of these latter-day saints? No, none of those people. The men in that Congress were men who had stood in the convention at Philadelphia and had formulated the Declaration of Independence. Of course, Mr. Jefferson was not in Congress, because he was Secretary of State, as you all know, but James Madison was in the Congress, James Monroe was in the Congress. There were men in that Congress who had stood in the constitutional convention in Philadelphia after the war and framed the present Constitution; Madison was one of them. There were men in that Congress who had aided in formulating the articles of confederation, under which we fought the war. There were men in that Congress of the highest integrity of character, patriotism and Americanism; and they passed that bill with that recitation in its caption, and it was signed by George Washington. Mr. Jefferson was a protectionist; Mr. Madison was a protectionist; Mr. Monroe was a protectionist. Mr. Calhoun was a protectionist until South Carolina tried to nullify that law, as you will remember. Mr. Calhoun was a protectionist and Daniel Webster was a free trader. Mr. Calhoun afterwards concluded that the institution of slavery was a permanent institution and would make us an agricultural country, and therefore we should have no tariff, as it would embarrass us with other countries. That was his theory, on which he turned from the protection theory to the free trade theory, but history did not go with him; he is still known as a protectionist, and it has been said that Mr. Calhoun, the free trader, never did answer the arguments of Mr. Calhoun, the protectionist. We can feel about that as we please, but the doctrine of free trade has never been the doctrine of the Democratic party. The doctrine of free raw materials has never been the doctrine of the Democratic party except for the brief period in Mr. Cleveland's administration, and you will remember what William Jennings Bryan did to him four years later, not so much on the tariff question as on the money question; but the point I make is that the only time our party ever declared the doctrine of free raw material was in 1892, but they repudiated it four years later.

If there ever was a period in the history of the country when a tariff levy was necessary on all the products of our country, that period is now. If there ever was a period when protection to American manufacturers was necessary to the happiness and progress of the people, that period is now. There are men in this audience who are now old enough to have some recollection of what happened to us down South here after the great Civil War. You will remember, all of you will recall in your histories, that the South had no manufactures, the South was purely agricultural. In the first year of the war practically everything in the way of reserves, clothing, shoes, utensils, crockery, glassware and everything of that sort, was exhausted. You will remember that the mothers and daughters of the South went to the spinning wheels for the purpose of not only clothing the family, but clothing the army. You will remember the destitution of that period.

That was our condition then; we went to work to restore our waste places. It took time, and it has taken a long time for some of us. It will take Europe longer, because Europe owns no raw materials. She has not the inspiration to toil that we Americans have; she has not the incentive to industry that America has. Every nation in Europe is insolvent; every industry in Europe is insolvent; every citizen, substantially, in Europe is insolvent. People in Europe have got to work for a low wage, and they will make the cheapest goods the world has ever produced. They have got it to do, and if we don't protect the manufacturers of America from that competition by such tariff levy as will equalize the cost of producing goods in this country with those there, they will take the market, and we will be a nation of idlers.

For that reason I am going before Congress again in my capacity as president of the Southern Tariff Association, representing 57 industries—very little lumber or forest products—and ask them with all my power that they build such a wall around the country as will continue the country a prosperous and happy one.



DEPARTMENT OF
*The*
# ASSOCIATED COOPERAGE INDUSTRIES of AMERICA
V. W. KRAFFT, SECRETARY

OFFICE OF SECRETARY AND MANAGER, B 20 RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

### Committee D-10

The following Barrel Committee of Committee D-10 of the American Society for Testing Materials has now been appointed:

C. F. Meyer, Chairman, St. Louis Cooperage Co., St. Louis, Mo.

W. L. Wellford, Chickasaw Cooperage Co., Memphis, Tenn.

E. C. King, Western Cooperage Co., Portland, Ore.

Capt. G. E. Carleton, Bureau of Explosives, N. Y.

Wm. J. Pitt, John Lucas & Co., Gibbsboro, N. J.

Thos. R. C. Wilson, Forest Products Laboratory, Madison, Wis.

### Western Trunk Line Docket No. 6 (Redocketed)

The hearing of the above docket, involving proposed cancellation of Class D rating on cooperage in Western Trunk Line Territory has been set for Chicago, April 19th.

### Lumber Rates from the Southwest

Lumber and forest products interests located in the Southwest have been in consultation with the carriers with a view to securing adjustment of rates to common markets to conform with announced reduction in rates from North Pacific Coast. Another conference is scheduled for Friday, April 8, in the office of the Southwestern Freight Bureau, St. Louis.

### Rates in the Southeast

Hearing in I. & S. Docket 1303, involving rates to, from and between points south of the Ohio River, including Mississippi Valley, will be held at Hotel Gayoso, Memphis, Tenn., commencing April 5th. April 13th has been assigned for lumber and related articles. The Association will be represented at this hearing.

### Rates on Cooperage—Southwestern Territory

Negotiations are under way with the carriers toward working out a reasonable scale of rates applicable on cooperage in Southwestern territory in lieu of existing class rates. A proposed schedule has now been submitted to all interested members. The desirability of a reasonable scale of rates that will permit of the movement of cooperage throughout that territory is of course apparent in view of the general readjustment of rates in that territory now being worked out by the carriers with the Commission in connection with the Memphis-Southwestern case.

### Consolidated Classification Committee Docket No. 5

In accordance with understanding reached with the Consolidated Classification Committee, we have recently submitted to them proposed specification for oil barrels (whole), which embodies our recommendations as arrived at through a special committee. The specification in question is designed to insure adequate and suitable cooperage for the transportation of oils and is in the interest of uniform standards of quality.

### Appropriation Forest Products Laboratory

It is pleasing to note that the appropriation by Congress for carrying on the work of the Forest Products Laboratory, Madison, Wis., contained an increase of $100,000 over that available for the previous fiscal year. In common with other woodworking industries we went on record as favoring a material increase in the appropriation.

### Meeting of Apple Growers

By invitation the undersigned attended a meeting at Martinsburg, W. Va., March 11th, held by fruit growers from the surrounding States, for the purpose of adopting standards of quality for fruit packages. The matter of apple barrels and barrel material has been the subject of considerable correspondence between the container committee, representing the fruit growers, and this office.

At the meeting March 11th the interpretation and application of the Association Grade Rules and Specifications were carefully gone into and our Grade Rules and Specifications adopted as a basis for the purchasing of cooperage stock and as establishing a standard of quality for apple barrels.

### Trade Opportunities—Slack

Mr. R. J. W. Reid, Department of Agriculture, Chateauguay Basin, Quebec, Canada, desires quotations on apple barrel material for the Quebec Co-operative Fruit Packers.

Waverly Paper Board Company, Newark, N. J., desires prices on 19⅜", 17⅜" and 15¼" x ½", hardwood and softwood heading, glued, tongued and grooved.

Mr. W. F. Mercer, Ohio University, Athens, Ohio, desires prices on apple barrels f. o. b. Cattaraugus, N. Y.

Mr. Frank McCorgan, Middleport, N. Y., desires quotations on apple barrels delivered Middleport.

Mr. John A. Idall, Lovington, Ills., desires quotations on apple barrels.

Mr. A. E. Tuttle, care the High School, Bellows Falls, Vt., desires prices on apple barrels.

E. C. Klipstein & Sons, No. 644 Greenwich Street, New York City, are in the market for waterproof and dustproof barrels (new and second-hand) for shipping finely powdered dyestuff, carload lots. In quoting this concern, please send copy of your letter to them at South Charleston, W. Va., Chrome, N. J., Bull's Ferry Chemical Co., Edgewater, N. J.

Warrior Ridge Fruit Farms, Box 218, Huntingdon, Pa., are in the market for apple barrels.

Bell-Bockel Co., Inc., Altoona, Pa., desire quotation on standard apple barrels, f. o. b. Blairstown, N. J.

C. N. Robinson & Bro., 113 S. Frederick Street, Baltimore, Md., desire prices on head liners.

Mr. S. A. Zeller, Colonial Hotel, New Freedom, Pa., desires quotation on apple barrels.

C. Falkner & Son, East Side Orchard, Waco, Texas, desire prices on barrels for packing pears—apple barrels.

Dorion Miller Orchards, Pomona, N. Y., desire quotations on apple barrels, carlots.

### Trade Opportunities—Tight

Greater New York Supply Co., 313 East 141st Street, New York City, desires quotations on 5 to 50 gallon wine barrels and kegs.

Corner Bros. & Company, 21 State Street, New York City, are in the market for 55-gallon wine shooks for export.

The Harris Abattoir Company, Ltd., Toronto, Canada, desires to secure a carload of 110 lb. firkins.

Charles Pfizer & Co., Inc., New York, are in the market for tight kegs or barrels to be used in shipping tincture of iodine.

The Joy Chemical Co., 738 High Street, Pawtucket, R. I., are in the market for half barrels and kegs 5 to 30 gallons capacity.

## CAN CONTRACTS BE MADE SAFE?

The National Association of Purchasing Agents is making an effort to have contracts made safe. Harry Botsford, assistant to the president, has prepared the following letter in relation thereto which has been sent to the trade press and to all members of organized industry:

"'Two months ago,' a paper salesman told me the other day, 'I had over $190,000 worth of orders on my books. Yesterday the president of the company called me in and told me that due to cancellations, those same orders have dwindled to $10,000. Isn't that enough to discourage a fellow?'

"The salesman was right—it is enough to even discourage the most stout-hearted of individuals! As a matter of fact the above situation is too common today and it is one of the most disturbing factors that business has to contend with in this day of getting back to normal conditions. The contractual breakdown is directly allied to the cancellation evil, and while business men, as a rule, fume and fret over the deplorable situation, apparently little or nothing aside from a few strictly temporary emergency measures have been adopted or tried out with a view of eliminating the present evil.

"The National Association of Purchasing Agents have long realized that a solution to the problem must be found and that such a solution must be arrived at by a calm getting together of both sides affected by the issue and trying to reach some equitable, practical and inviolate form of contract which will not place any unfair burden on any of the parties concerned.

"In their effort to make contracts safe, the National Association of Purchasing Agents are co-operating with various trade, manufacturing and professional associations in the United States and Canada in an attempt to arrive at a co-operative contract form which will be possible to standardize. The N. A. P. A. intend to reach a contract form, which, when universally accepted and established, will result in a crystallization of business opinion toward living up to contractual obligations.

"The working plan of the N. A. P. A. is simplicity itself. Each of the national commodity committees will work out a contract form meeting with their specific needs. This, in turn, will be presented to particular trade, manufacturing or professional organizations interested, and suggestions and revisions requested on the form. If necessary, joint conferences will meet and arrive at mutual agreements.

"When the various commodity contracts are worked out, they will be turned over to the standardization committee who will then draw up a basic standard form of contract, which will meet the need of every industry, and, in conjunction with the commodity committees, make provisions for each special commodity requirement.

"This, briefly, is the definite program worked out by the National Association of Purchasing Agents. It is the organization's wish that every business firm and association will co-operate with them in this matter. It is not the purpose of the N. A. P. A. to inaugurate a contract-form that will merely satisfy the buyer, but rather a contract-form that is mutually fair in every phase to buyer and seller alike.

"The N. A. P. A. have taken the initiative in the solution of this tremendously important problem, and in the immense amount of work involved they must have the confidence and co-operation of the entire business and industrial world. Any suggestion as to the proposed form will be welcomed at the national headquarters of the National Association of Purchasing Agents at 19 Park Place, New York City.

"Let us all help to make contracts safe."

## THE TARIFF QUESTION

In view of the fact that the tariff question is one of the most important problems confronting American business at this time, a considerable part of the program of the Ninth Annual Meeting of the Chamber of Commerce of the United States to be held at Atlantic City April 27th to 29th is devoted to a discussion of this subject. Eight group meetings will take up the tariff in addition to discussing the problems peculiar to the industries and interests within the group. By this arrangement it is hoped to obtain the fullest and freest discussion of the tariff problem, which touches various phases of business differently.

Following the discussion, a vote will be taken by each group upon three general tariff principles. The result of this vote will not commit the National Chamber to any policy, but will be considered by the Board of Directors in connection with any action it may take with respect to submitting the questions involved to a referendum vote of the Chamber's membership. These questions are:

Should the tariff be framed with due regard to export trade as well as to the protection of manufacturing in the United States?

Should the economic needs of foreign countries and the fact that we are now a creditor nation alter our tariff policy with regard to protection?

Should the United States tariff offer trading or bargaining possibilities for international commercial treaties to encourage our export trade?

## BANK WILL FINANCE INTERNATIONAL TRADE

Report from New York, under date of April 16th, was that a new plan of financing world trade was to be inaugurated with the opening of the International Acceptance Bank, Inc., at 31 Pine Street, New York. Paul M. Warburg heads the Board of Directors, and the officers represent many leading financial interests in New York and other large cities.

According to the announcement the system, embracing some of the strongest institutions abroad, will give the local corporation international facilities for stimulating trade. These banks will co-operate in financing both imports and exports.

The fully subscribed capital and surplus of the new organization is $15,250,000, a considerable portion of which, although not a majority, has been taken by foreign interests, it is said.

## MARCH IMPORTS INCREASE, EXPORTS CONTINUE TO DECREASE

Increased imports but decreased exports in March, as compared with preceding months of this year, are shown by official foreign-trade figures released April 18th. Imports as well as exports decreased during the nine months ended with March, 1921, as compared with the similar periods of 1920.

ESTABLISHED OVER ONE HALF CENTURY

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## BUFFALO COOPERAGE TRADE

Two rather threatening cold spells took place about the middle of the month, and some damage has been done to the fruit crop, but it will be some time before the extent of it is known. Apples are probably not far enough advanced to be frozen, but peaches and early cherries were in full blossom. Wherever the freezing was severe they must have suffered. This ought to be an off year for apples, because the crop was so large last year, but some sections which did not have a large crop of Baldwins last year have been hopeful of a better season this time.

### First Freeze Did Little Damage to Apples

One of the cold waves occurred on April 10th, when the thermometer went down to 20 or below in country sections; the other was on the 17th, when only three or four degrees below zero was recorded. Reports from various towns say that the first freeze did little damage to apples, but that plum, peach and cherry trees were hard hit. In some localities it is said that peaches were nearly all killed. The trouble would not have been nearly so bad if vegetation had not been about a month in advance of the average.

### No Decided Change in Flour Barrel Market

No change has occurred lately in the flour trade, which is very dull. The coopers get few barrel orders and the confidence of flour orders will take a long time to restore, because of the long-continued drop in prices, and the losses resulting to those who bought, thinking that the bottom had been reached. Apparently it is going to be a hand-to-mouth market in flour for some time to come.

### Good Record for Short Railroad

The claim is made for the Marion (Wayne County) Railway that it carries more freight than any other railway of its length in the United States. The amount of outbound freight between June 1, 1920, and March 31, 1921, was 1,444 cars, and inbound 400 cars. A good part of the shipments were apples, amounting to 388 cars. The railroad is about ten miles long.

### Interesting Statistics Covering Canadian Cooperage Industry

The Dominion of Canada Bureau of Statistics has made an interesting report as to the production of the cooperage industry there. The output of 100 individual concerns in 1919 was valued at $2,903,035. Three-quarters of the industry is located in Ontario, where the amount invested in cooperage plants is $1,449,472. In Nova Scotia and New Brunswick the amount is $361,535; Quebec, $87,834; Western Provinces, $121,563. Employes number 769, of whom 10 were women, and total salaries and wages were $662,312. Oil and vinegar barrels numbered 747,170; apple barrels, 696,965; whiskey and beer barrels, 340,349; flour and sugar barrels, 450,310. Later figures will probably show a decline in some of these figures, especially in whiskey and beer barrels.

### As to Apple Barrel Demand

Lower apple barrel prices are being quoted by country coopers, though it is said that the demand has not really started as yet, and it will probably hold off a while to determine how the freeze affected the fruit trees. A report from Orleans county states that apple barrels are now 70 cents each, while bushel baskets are $2.50 a dozen.

### Personal Notes

W. G. Pennypacker, Jr., has returned from a trip to his Southern mills. He finds the trade quiet in slack cooperage stock and learns that a good deal of damage has occurred to fruit from the two recent freezes, though no definite reports have as yet been made.

Jackson & Tindle state that a slightly better feeling prevails in the slack cooperage business, though orders for stock are not being placed in large quantity. Frank T. Tindle is back from an eastern trip and a visit to his daughter at Cambridge, Mass.

The Quaker City Cooperage Co. are carrying a pretty fair supply of barrels on hand, for the reason that they are not obliged to beg for men to do the work. Present demand for flour barrels is said to be small.

Jacob Bezona, who has spent about seventy years as an employe of flour mills, starting in the days when material for barrel-making was plentiful locally, as well as very cheap, has just celebrated his ninetieth birthday at East Pembroke, N. Y. His father served under Napoleon Bonaparte, and later in the war of 1812.

## WORKING FOR CLOSER CO-OPERATION BETWEEN FRUIT GROWERS AND PACKAGE MANUFACTURERS

An important meeting was the one recently held at Martinsburg, W. Va., by the fruit growers, package and package stock manufacturers, at which meeting the interests of the wooden barrel and wooden barrel stock manufacturers were looked after by Secretary V. W. Krafft. The meeting mentioned was the last of a series of meetings called for the purpose of drawing up specifications for the barrel, round stave, bushel baskets, six basket carrier and the Delaware hamper, the object being to determine specifications which would result in the manufacture of containers of such strength and dimensions as would carry the fruit to its destination with the least possible loss and damage.

In the past a large portion of fruit growers had no idea as to the strength of material or the general construction of fruit containers and have had to purchase them on the word of the dealer or the reputation of the manufacturer. Now, however, certain specifications for the construction of containers will be available so that growers may inquire if the packages conform to these specifications, and, if not, where the difference is, and can, therefore, act accordingly. Another object of the called meetings was to establish close co-operation between the growers and package manufacturers. The grower being the actual package user can in a great many cases tell the manufacturer where the weak points of the different containers are and in this way the manufacturer can correct the fault.

Mr. W. H Somers, of Berkeley Springs, W. Va., chief of the West Virginia Bureau of Markets, presided at the March 11th meeting, and Mr. H. B. Hetzel, chairman of the Barrel Committee, submitted the following report:

### Barrel Report and Specifications

The Committee on Fruit Containers reports as follows concerning specifications for apple barrels and slack cooperage stock for apple barrels:

Insofar as cooperage stock is concerned, the work done by the committee has consisted of studying various lots of material, and the obtaining of opinions of manufacturers and representative growers.

The correspondence has brought out the fact that a large proportion of manufacturers of cooperage stock are members of an association known as The Associated Cooperage Industries of America. The members of this association sell their products according to grades which have been prescribed by the association.

A copy of the grade rules of the association was obtained and studied. As a result of this study your committee recommends these prescribed grades to the fruit growers as a basis for buying.

The sections of these grades in which the fruit grower is concerned are as follows:

| *Staves* | *Hoops* | *Heads* |
|---|---|---|
| Paragraph 1 | Paragraph 24 | Paragraph 27 |
| Paragraph 2 | Paragraph 26 | Paragraph 28 |
| Paragraph 4 | | Paragraph 29 |
| Paragraph 6 | | Paragraph 32 |
| Paragraph 7 | | Paragraph 33 |
| Paragraph 9 | | Paragraph 35 |
| Paragraph 11 | | |
| Paragraph 13 | | |
| Paragraph 14 | | |
| Paragraph 17 | | |
| Paragraph 21 | | |
| Paragraph 23 | | |

It will be noted that these specifications cover No. 1 and mill run grades. The committee especially recommends the purchase of No. 1 heading and No. 1 hoops, and either mill run or No. 1 staves.

### The Barrel

The dimensions of the made-up barrel are prescribed by the National Standard Barrel Law as follows:

"That the standard barrel for fruits, vegetables and other dry commodities other than cranberries, shall be of the following dimensions when measured without distention of its parts:

"Length of stave, 28½ in.; diameter of heads, 17¼ in.; distance between heads, 26 in.; circumference of bulge, 64 in.; outside measurement; and the thickness of staves not greater than 4-10 in.; provided that any barrel of a different form having a capacity of 7,056 cu. in. shall be a standard barrel.

"That it shall be unlawful to sell, offer or expose for sale in any State, Territory, or the District of Columbia, or to ship from any State, Territory, or the District of Columbia, to any State, Territory, or the District of Columbia, or to a foreign country, a barrel containing fruit or vegetables or any other dry commodity of less capacity than the standard barrels defined in the first section of this act, or subdivisions thereof known as the third, half and three-quarters barrel."

It is, therefore, of course, of the greatest importance that the fruit grower buy only barrels which meet the requirements of this law.

Other recommendations of the committee are as follows:

1. That the purchaser should have a definite agreement as to kind of wood to be used, and the grade of the stock. Elm hoops, heads of gum, basswood, maple, and staves of gum, cottonwood, elm, sycamore and chestnut are especially recommended. Tupelo gum is not so satisfactory as southwestern or southeastern gum.

2. The hoops on the barrels should meet all the specifications prescribed in the association grade rules.

3. The heads in the barrels should meet all the specifications of mill run heading prescribed in the association rules. An additional requirement is that at least one of the heads in each barrel should be well enough surfaced so that it can be satisfactorily stenciled. Furthermore, at least 50 per cent. of the heads should be of three pieces or less.

4. The staves in each barrel should meet all the requirements of mill run grade, or the requirements of No. 1 grade if this was specified in the purchase agreement. Furthermore, not more than 25 per cent. of the staves in any barrel should be noticeably discolored by mildew.

5. The barrels should be well manufactured. This requires that the barrel be tight, free from buckled staves, and croze cut of uniform depth.



### Secretary Krafft Urges Prompt Placing of Barrel and Stock Orders by Apple Men

Mr. Somers then called upon V. W. Krafft, secretary of The Associated Cooperage Industries of America.

Mr. Krafft explained the rules and specifications of his association and said they had been adopted after 25 years of experience. He said that mill run staves include No. 1's, No. 2's and meal barrel staves, and that this grade will make a satisfactory package. Mr. Krafft complained of the growers delaying their orders and placing them all at once, saying that when this is done it is impossible to supply the demand, as the factory only carries on hand a certain supply of stock and barrels. As soon as possible The Associated Cooperage Industries of America will put on the market material and specifications for the half-barrel.

On a motion made by Mr. Farris the barrel report and specifications were adopted.

## CHINA'S FAMINE THE RESULT OF DEFORESTATION—PRESENT LESSON ALL MANKIND SHOULD LEARN

The ruthless destruction of their forests by the Chinese is, according to foresters of the United States Department of Agriculture, one of the reasons why famine and plague today hold this nation in their sinister grasp. Denudation, wherever practiced, leaves naked soil; floods and erosion follow, and when the soil is gone, men must also go—and the process does not take long. Forests, it is pointed out, not only play an important part in the distribution of mankind over the earth's surface, but also deeply affect her spiritual, physical and economic life. A country that recklessly wastes its natural resources faces ultimate poverty and decadence. History is full of such examples.

In the provinces of Honan, Shensi and Chihli, China, over an area some 100,000 square miles in extent, several million people are starving. The immediate causes of the famine were disastrous floods followed by long periods of drought, which resulted in the failure of three successive crops.

### Reforestation Not Practiced in China

The great plains of eastern China, occupied by the first Chinese of whom history tells, were centuries ago transferred from forest into agricultural land. The mountain plateaus of central China have also, within a few hundred years, been utterly devastated of tree growth, and no attempt made at either natural or artificial reforestation. As a result, the water rushes off the naked slopes in veritable floods gullying away the mountain sides, causing rivers to run muddy with yellow soil, and carrying enormous masses of fertile earth to the sea. "Beware of the mountain water," read signs in many canyons of China, posted as a warning to travelers against the sudden rise of torrents during storms.

This lack of forest cover has made possible many of the factors that have brought disaster to millions of people of China this year. The three-covered mountains formerly absorbed a considerable portion of the annual rainfall and let is escape by slow, regular seepage during the dry season. Now that there are no trees, shrubs, or even grass, to restrain the rainfall, the streams that formerly were narrow and deep, and supplied an abundance of clear water the year round, have become broad and shallow, with slender currents of muddy water, which, when it rains, swell to roaring torrents that bring disaster and destruction everywhere.

Water courses have also changed; rivers become uncontrollable, and the water level of the country lowered perceptibly. In consequence, the unfortunate people see their crops wither and die for lack of water when it is most needed. In many parts of China, it is said, these factors combined with uncertain moisture conditions, make seven years out of every ten more or less famine years.

### Floods and Famine Are Common

The Hwang Ho or Yellow River, which drains a large part of the famine district, once, records show, flowed through a rich, fertile valley, its tributary hills well wooded. Today it is a broad, moving quicksand with a small amount of water most of the year, but when the floods come the whole face of the landscape may be changed. In 1886 this river, which is known as "China's Sorrow," flooded some 20,000 square miles of the most densely populated lands, wiped out thousands of villages and towns, and drowned 2,000,000 people.

Some idea of the rapidity of the run-off in the mountains may also be obtained from the records of the Yanste River, which has been known to rise 58 feet above mean water level in one week and then fall 68 feet in less than three weeks.

Human folly and short-sightedness have thus made a country, fertile enough to support over 50,000,000 people, into a place where man must ever be haunted by fear of starvation and destruction. The lesson of deforestation in China is one which mankind should have learned many times from what has occurred in other places In fact, it may, in a lesser degree, even be brought home to the people of America in future years unless, through wise forethought, care is exercisd in the preservation of our forests from destruction by fire and wasteful lumbering.

## SUGAR COMES TO PHILADELPHIA IN HUGE QUANTITIES

Based on the first eighteen days of April, sugar imports through the Port of Philadelphia in 1921 will reach the staggering total of 3,272,724,000 pounds.

During the first half of April 503,496 bags of raw sugar were received from Cuba by the three local refineries and other concerns. Each bag contains an average of 325 pounds. Philadelphia shippers say there are no signs of a let-up in the importations and that 1921 will undoubtedly be a record year in the amount of sugar brought to Philadelphia.

The Pennsylvania Sugar Refining Co. was the largest receiver of sugar during the eighteen days' period, having received a total of 208,653 bags. The W. J. McCahan Co. was second with 173,642 bags and the Franklin Sugar Refining Co. third with 46,224 bags. Scattered concerns received the balance, aggregating 74,977 bags.

Representatives of the Pennsylvania and McCahan companies report their refineries working at full capacity and an official of the Franklin company said its refinery had been working at top speed until a short time ago, but at present there is a slight let-up in the amount of sugar being refined. The McCahan company recently changed hands, control being secured by the Czarnichow, Rionda & Co., of New York, of which Manuel Rionda, president of the Cuban Cane Sugar Corporation, is the principal director.

In some quarters the pending Emergency Tariff Bill is advanced as the reason for the large imports here. The statement is made that a considerable amount of the sugar is being placed in storage, either in its raw state or after being refined, to escape the increased tariff as proposed in the bill.

The Young Emergency Tariff Bill, passed by the House, embodies the same sugar schedule contained in the bill vetoed by President Wilson at the last session. It carries a duty of 1.6 cents a pound on Cuban sugars of 96 test and 2 cents a pound on non-privileged sugar of 96 test. Early ratification of the measure by the Senate is predicted. Sugar men point out that the Emergency Act does not violate the Cuban treaty, as said in some quarters, Cuba being allowed the 25 per cent. differential provided for by the treaty. General conditions in the sugar trade are reported as being very good by officials of the refining companies.

## SHIP 10,000,000 BARRELS OF FLOUR FROM PHILADELPHIA PORT YEARLY

Ten million barrels of flour a year, requiring the departure of a 10,000-ton cargo ship every other day with this commodity alone, will be shipped from the port of Philadelphia beginning in the near future, John Egan, editor of Commerce and Industry, will say in the next issue.

Officials of the War Department and the United States Shipping Board are now completing arrangements to transfer the quartermaster's terminal at the foot of Oregon Avenue to the jurisdiction of the shipping board, which has selected this port as its North Atlantic coast base for its tonnage distribution.

"The chairman of the shipping board expressed the view that the part of Philadelphia possessed ideal facilities for the economic handling of export shipments, 'so much so,' he added, 'we are arranging to direct a million tons,'" says Commerce and Industry, the official paper of the Board of Trade.

"Foreign trade through this port is destined to take a tremendous spurt in the near future," Mr. Egan's articel states. "The handling of such a tremendous quantity of flour will require a large fleet of vessels, necessitating, according to the shipping men, a terminal not only possessing excellent docking facilities, but storage accommodations as well. Both of these features are found in the Oregon Avenue piers, equipped as they are with berthing space for fifteen ordinary-sized steamers and two large warehouses adjoining."

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### COLWELL COOPERAGE CO. REPORTS STEADY TRADE INCREASE SINCE JANUARY

A recent issue of the New York *Mail* carried an interesting report anent business conditions from the Colwell Cooperage Co., which report says:

At no time in many years has the business field so closely watched the barometers of trade conditions as at present, when the country is slowly but surely emerging from the post-war readjustment period.

Probably no better indicator could be found than among those firms whose business depends upon the activity of the manufacturer and shipper. In this respect the Colwell Cooperage Co., of 412 Greenwich St., offers real cause for encouragement and optimism.

Since the first of the year the Colwell Cooperage Co. reports a steady improvement in the volume of its business. January showed indications of an awakening business, officials of the firm state, but February had practically double the business of the first month of the year, despite the fact that it was three days shorter, while March showed, and April is showing, the same steady gain.

The Colwell Cooperage Co. handles everything in the barrel line and consequently its growth of business is contingent upon the needs of the manufacturer and shipper. The improvement noted since the first of the year is considered an unusually reliable and encouraging indication of the manner in which business is reviving.

### IN THE EASTERN KENTUCKY FIELD

From the eastern Kentucky field there are some few reports of timber land sales, and prospects of stave and heading developments, but most of the reports are not very authentic, and don't indicate that any real operations will start for some time to come. There have not been any deals of major interest reported in a number of months past.

### DO YOU KNOW HOW TREES GROW?

Forester Forbes, of the Louisiana Conservation Commission, who was a speaker at the recent luncheon of the New Orleans Lumbermen's Club, not only gave one of the most interesting talks on forestry yet heard, but he gave his listeners much enlightening information as to the growth of trees.

Mr. Forbes related the growth of trees, how they received their impetus, and then sort of stumped his hearers by telling them a tree grew from the top and never from the bottom. This growth was occasioned, he said, by buds at the top which caused the top wood to lengthen out every five years or less. If you nailed barb wire to a tree for a fence, the wire would be the same distance from the ground 50 years after as it was the day it was first attached. The trees expanded gradually from the bottom, the latter at a greater ratio than the rest of the tree. The wood of the tree grows from the outside in and never from the inside out. If the latter was the case the tree would split and crack open. The bark grows from the inside out, which is the reason the latter is so rough and full of cracks. Forester Forbes explained all about rings and said that the greater number of rings were at the bottom, this being due to the fact that the top wood was of a lesser age than the butt of the tree. It was generally the purpose to gauge the age of the trees by the rings on the top of the stump after the tree was cut, but the positive age of the tree could only be told by cutting it off even with the ground and counting the rings on that part of the stump that remained. In closing his remarks he explained the reasons for the various species of trees and causes of hardwoods and softwoods.

Stave sawing machinery will be installed in the new re-built stave plant of the M. J. Grove Lime Co., Reels Mills, Md.


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One Oram bung-boring, bush-driving machine
One Oram improved stave planer
One Eureka barrel-spraying outfit
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One Oram crozing, chamfering and leveling machine, revolving heads.
One bung-boring machine made by the Cincinnati Cooperage Company
One Oram heavy flaring and punching machine
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Two Oram setting-up forms
Two E. B. Holmes standard No. 38 slack crozer
One lot of steel truss hoops, of various sizes at a bargain.
All machines in stock at Fort Wayne, Indiana.
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MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

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FOR SALE.—A double end Holmes Chamfering and Crozing Machine in first-class condition. Price upon application. MULKY SALT COMPANY, Detroit, Mich.

**PLANER FOR SALE**

Oram double stave planer, 7¾", first-class condition at $325.00. CHAS. N. BRAUN, 825 Calhoun Street, Fort Wayne, Ind.

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### MACHINERY WANTED

WANTED.—Second-hand hoop-driving machine, suitable to handle barrels ranging from 30 to 60 gallons. Give full particulars and price wanted in reply. Address "DRIVER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—For slack stock—one jointer that will joint 36" staves; drum saw for cutting 36" staves, and an equalizer to equalize bolts from 30" to 36" long. Address "SLACK," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Second-hand, combined hoop flaring, punching and shearing machine. Must be in good condition. If possible, send illustrations with descriptive matter, otherwise give full specifications. State delivery points and lowest cash price. The JOE TIMMER HARDWARE CO., Armour Station, Kansas City, Kas.

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Sutherland-Innes Co., Ltd., Chatham, Ont. ..... 3
Mt. Olive Stave Co., Batesville, Ark. ..... 4
B. C. Sheahan Co., Chicago, Ill. ..... 4
E. Henning, Inc., Chicago, Ill. ..... 24
The E. A. Parker Stave Co., Benton, Ark. ..... 16
Standard Cooperage Co., Aberdeen, Wash. ..... 24
W. T. McGlone, Morehead, Ky. ..... 4
Daniel W. Ryan, Inc., Chicago, Ill. ..... 25
Myers Stave & Mfg. Co., Piggott, Ark. ..... 4

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J. D. Hollingshead Co., Chicago, Ill. ..... 20
California Barrel Co., San Francisco, Cal. ..... 24
Michel Cooperage Co., Sandusky, Ohio ..... 24
A. M. Weidt & Bro., Cleveland, Ohio ..... 25
Sutherland-Innes Co., Ltd., Chatham, Ont. ..... 3
Pekin Cooperage Co., 25 Broadway, New York ..... 5
Chickasaw Cooperage Co., Memphis, Tenn. ..... 5
Pensacola Cooperage Co., Pensacola, Fla. ..... 24
Welch Barrel and Export Co., Jacksonville, Fla. ..... 24
Hirsch Cooperage Co., Houston, Tex. ..... 4
Stephen Jerry & Co., Brooklyn, N. Y. ..... 4

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J. D. Hollingshead Co., Chicago, Ill. ..... 20
Arkadelphia Milling Co., Arkadelphia, Ark. ..... 6
Lucas E. Moore Stave Co., New Orleans and New York .. I. B. C.
Sutherland-Innes Co., Ltd., Chatham, Ont. ..... 3
Reinschmidt Stave Co., Quitman, Ga. ..... 24
E. Henning, Inc., Chicago, Ill. ..... 24
The E. A. Parker Stave Co., Benton, Ark. ..... 16
Geo. H. Seagreaves, Wilsondale, W. Va. ..... 25
Associated Cooperage Co., Inc., 150 Nassau St., New York .. 4

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The Geo. W. Stanley Co., Belleville, Ill. ..... 25
Union Steel and Wire Co., Indianapolis, Ind. ..... 26

**SLACK BARREL STOCK (Manufacturers or Dealers)**
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E. Henning, Inc., Chicago, Ill. ..... 24
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Wm. G. Pennypacker, Jr., Buffalo, N. Y. ..... Front Cover
Struthers-Ziegler Cooperage Co., Detroit, Mich. ..... 6
Arkansas Hoop and Lumber Company, Wynne, Ark. ..... 25

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N. & H. O'Donnell Cooperage Co., Phila. and New York ..... 24
C. Heldt & Son, Jersey City, N. J. ..... 24
Pensacola Cooperage Co., Pensacola, Fla. ..... 24

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Hanlon-Gregory Galvanizing Co., Pittsburgh, Pa. ..... 6
J. D. Hollingshead Co., Chicago, Ill. ..... 20
E. Henning, Inc., Chicago, Ill. ..... 24
Union Steel and Wire Co., Indianapolis, Ind. ..... 26

**WIRE HOOPS**
American Steel and Wire Co., Chicago-New York ..... 4
J. D. Hollingshead Co., Chicago, Ill. ..... 20
E. Henning, Inc., Chicago, Ill. ..... 24
Union Steel and Wire Co., Indianapolis, Ind. ..... 26

**SECOND-HAND BARRELS**
C. Heldt & Son, Jersey City, N. J. ..... 24
Empire Barrel Co., Detroit, Mich. ..... 24
Layton Cooperage Co., Portland, Ore. ..... 24
South Barrel Exchange, Pittsburgh, Pa. ..... 25
American Barrel Company, Salem, Mass. ..... 25

**STOCK BUYERS**
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B. C. Sheahan Co., Chicago, Ill. ..... 4
James Webster & Bro., Ltd., Liverpool, England ..... 25
Swift & Co., South St. Joseph, Mo. ..... 22
Empire Barrel Co., Detroit, Mich. ..... 24
G. Sinclair & Sons, New-Castle-on-Tyne, England ..... 25
American Barrel Company, Salem, Mass. ..... 25
Henry Siemon & Sons, 2219 N. Second St., Phila. ..... 25

**EXPORTERS**
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J. D. Hollingshead Co., Chicago, Ill. ..... 20
Pekin Cooperage Co., 25 Broadway, New York ..... 5
Chickasaw Cooperage Co., 25 Broadway, New York, and Chickasaw Cooperage Co., Memphis, Tenn. ..... 5
Hirsch Cooperage Co., New York and Houston, Tex. ..... 4
Arkadelphia Milling Co., Arkadelphia, Ark. ..... 6
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*NET PRICES*

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| No. 4 | No. 6 | No. 8 | No. 10 | No. 12 and larger |
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| $15.30 | $14.90 | $12.55 | $11.60 | $10.45 |

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| 5/8" | 3/4" | 7/8" | 1" | 1 1/8" | 1 1/4" |
|---|---|---|---|---|---|
| $12.00 | $11.75 | $11.50 | $11.25 | $11.00 | $10.50 |

1½" and larger $10.00

**Cooper's Hoop Nails**

| 5/8" | 3/4" | 7/8" | 1" | 1 1/8" | 1 1/4" |
|---|---|---|---|---|---|
| $10.75 | $10.60 | $10.40 | $10.25 | $10.00 | $9.90 |

1½" and larger $9.75

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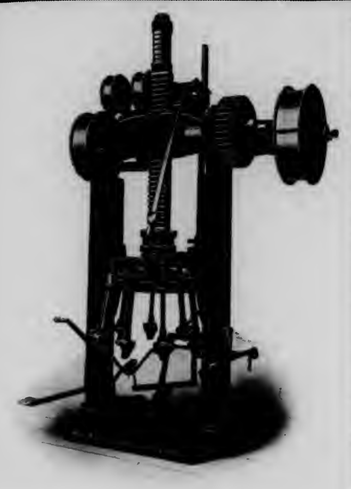

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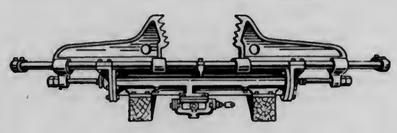

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are standard equipment in every modern American cutting-up plant.

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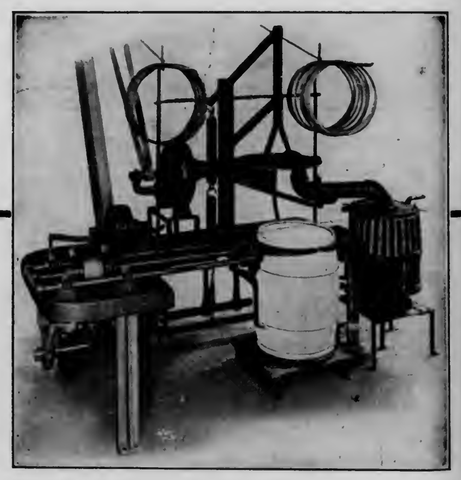
SAW MILL AND WOOD CUTTING MACHINERY OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN



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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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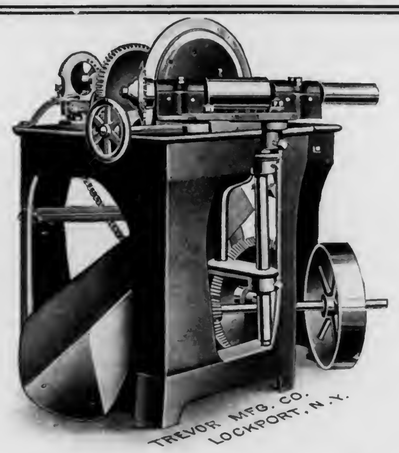


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VOL. XXXVII — Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. — Philadelphia, June, 1921 — Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. — No. 2



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BIG REDUCTION IN PRICES ON **Cut Tacks and Small Cut Nails**

*NET PRICES*

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| No. 4 | No. 6 | No. 8 | No. 10 | No. 12 and larger |
|---|---|---|---|---|
| $15.30 | $14.90 | $12.55 | $11.60 | $10.45 |

**Basket Nails**

| 5/8" | 3/4" | 7/8" | 1" | 1 1/8" | 1 1/4" |
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1½" and larger $10.00

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| $10.75 | $10.60 | $10.40 | $10.25 | $10.00 | $9.90 |

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WE can furnish the Nails with Tack Points if desired.

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Terms 30 days Net Less 2% 10 days

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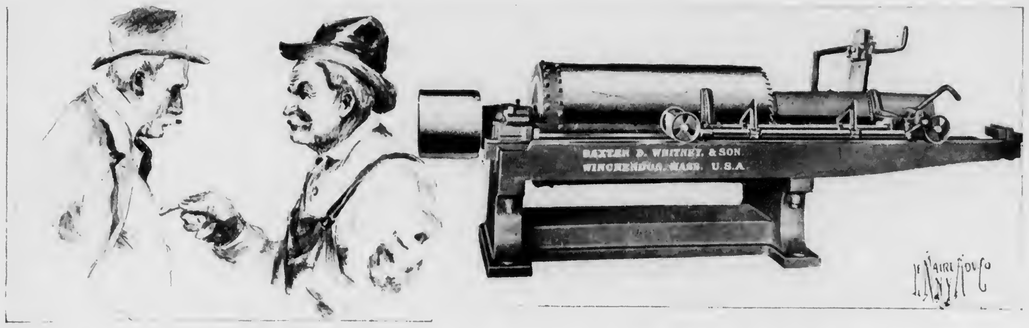


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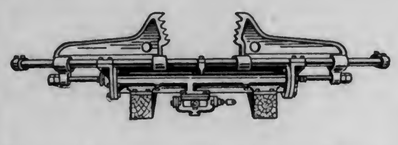

Everything required for Cross Cutting and Dogging.

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are standard equipment in every modern American cutting-up plant.

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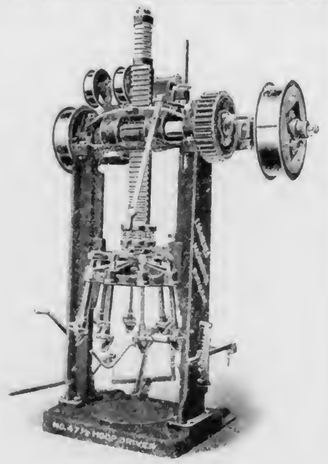
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

# Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

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PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

**STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS**

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**Circular, Drag and Cylinder Saws Repaired**

**Dixie Portable Gasoline Drag Saw**

Price with one saw blade and dry battery ignition system ..... $270.00
Price with one saw blade and Bosch magneto ignition system ..... 300.00
Price extra 5, 5½ or 6-foot saws, each..... 14.00
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ESTABLISHED 1864
CLEVELAND - - OHIO

BIG REDUCTION IN PRICES ON **Cut Tacks and Small Cut Nails**

*NET PRICES*

**Basket Tacks**

| No. 4 | No. 6 | No. 8 | No. 10 | No. 12 and larger |
|---|---|---|---|---|
| $15.30 | $14.90 | $12.55 | $11.60 | $10.45 |

**Basket Nails**

| ⅝″ | ¾″ | ⅞″ | 1″ | 1⅛″ | 1¼″ |
|---|---|---|---|---|---|
| $12.00 | $11.75 | $11.50 | $11.25 | $11.00 | $10.50 |

1½″ and larger $10.00

**Cooper's Hoop Nails**

| ⅝″ | ¾″ | ⅞″ | 1″ | 1⅛″ | 1¼″ |
|---|---|---|---|---|---|
| $10.75 | $10.60 | $10.40 | $10.25 | $10.00 | $9.90 |

1½″ and larger $9.75

WE can furnish the Nails with Tack Points if desired.

We also manufacture all kinds of Cut Tacks and Small Cut Nails.

We make a specialty of manufacturing SINGLE LOOP BALE TIES FOR THE STAVE AND HEADING MANUFACTURERS.

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The Stave Gauge Board can be set as quick as a wink to take off a thick or thin slab from a crooked bolt. That accounts for many a stave in a day's run. We make a specialty of resteeling Cylinder Saws. We guarantee our work.

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Everything required for Cross Cutting and Dogging.

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are standard equipment in every modern American cutting-up plant.

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SAW MILL AND WOOD CUTTING MACHINERY OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN

The highest point in machine efficiency is the

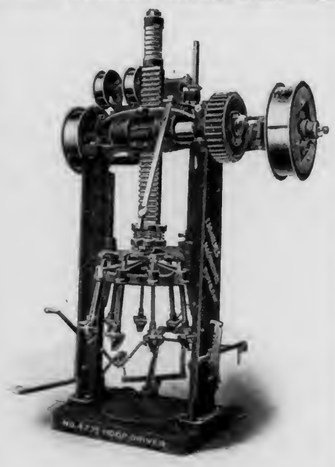
**"Perfection" Heading-up Machine**

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

**Are You Using a "Perfection?"**

**MARTEN, GRAHN & ANDRESEN**
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

## Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

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WHITE OAK, RED OAK, GUM and ASH
PROMPT SHIPMENT CLOSE INSPECTION QUALITY

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MANUFACTURERS OF
Tight Barrels and Shooks
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EXPORT AND DOMESTIC
*Specializing on Barrels for Petroleum Oils, Cotton Seed Oil, and Packing House Products*
"SINCE 1890" Capacity, 2500 Packages Daily

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*Sawed Staves a Specialty*
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Let us handle your orders—
We guarantee Quality—
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TIGHT BARREL STAVES
White Oak, Red Oak
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**Associated Cooperage Company, Inc.**
MANUFACTURERS OF
Tight Barrel Staves
WE ALSO MANUFACTURE AND ARE DEALERS IN
Tight and Slack Barrel Staves and Heading
All orders receive prompt, considerate and efficient attention
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Cooperage Machinery
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**AMERICAN WIRE HOOPS**
TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.
Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.
SEND FOR FREE SAMPLES AND CATALOGUE
**American Steel & Wire** Company
CHICAGO—NEW YORK

**Slack Barrels** MANUFACTURERS
**Shooks for Export**

**Announcement**
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was located, with warehouse facilities, at Nos. 717-719-721 South Fifth Street
MEMPHIS, TENNESSEE
where complete machinery for manufacturing Tight and Slack Cooperage Stock is carried.
Your business is cordially solicited and will be greatly appreciated
**J. C. Pennoyer Company**
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8 South Dearborn St.
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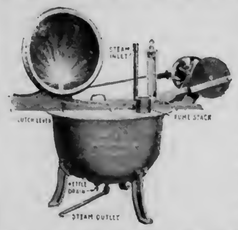
Products
TIGHT AND SLACK COOPERAGE STOCK
MACHINERY

**CLEVELAND SPRAYING MACHINES**


For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.
A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.
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COOPERAGE STOCK TOOLS
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**CANADA BARRELS AND KEGS, LIMITED**
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MANUFACTURERS OF
Oak, Ash, Gum and Fir Barrels and Kegs
FROM 5 TO 60 GALLONS
Canada's Largest Tight Cooperage
Daily Plant Capacity 1,800 to 2,000 packages
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American White and Red Oak **Split & Bucked Staves** A Specialty

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ALABAMA PINE HEADING

Any size up to 24 inches. Any thickness up to ¾ inch. Square or Bevel Edge.

GUM, COTTONWOOD, PINE STAVES AND COILED ELM HOOPS

Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.

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# The National Coopers' Journal

THIRTY-SEVENTH YEAR — PHILADELPHIA, JUNE, 1921 — $2.00 PER YEAR VOL. XXXVII, No. 2


## New Orleans Reports "The Cooperage Industry is Dead—Long Live the Cooperage Industry"

For a time it seemed that the cooperage industry was a little bit in the lead in the matter of resuming business and getting back to normal. This revival, however, was of short duration, and the blight that rests upon so many other lines of business has again spread over the cooperage trade. The descent from war-time prices seems to have been a little more abrupt on cooperage than on other lines, and as the price of stumpage, and of many of the supplies required in operating a cooperage stock mill has not diminished in proportion to the fall in the price of barrels, the trade has been hit pretty hard, and seems to feel it worse than do some other lines that have been hit even harder.

### End of the World and of the Wooden Barrel is Here

Some of the weaker brothers are raising a howl that the end of the world has come, as far as the cooperage industry is concerned, that the business is dead and beyond redemption, and that the people of the very near future will have forgotten what a barrel looks like.

### And Yet—

In all this so-called period of depression, however, there are some cooperage people who think that life is not only worth living right now, but that the cooperage business is a good line to work in and will be for some time to come. The Brooklyn Cooperage Co., for instance, is going ahead, extending its works, buying new timber lands and reforesting cutover lands, planting trees that will be made into staves and heading by another generation of cooperage men.

Other concerns, too, seem to think that the cooperage business is not quite dead. For example, the Leland Stave Co., operating a stave plant at Leland, Miss., has increased its capital stock from $25,000 to $50,000. It has also expanded its business to include lumber, and has changed its name to the Leland Stave and Lumber Company.

Some time ago the Centerville Cooperage Co., of Centerville, La., went out of business, but this was not due to any business depression, but to the death of the manager, W. T. King. The loss of the business was a serious one to that community, and it is gratifying to find that Centerville is still to have a cooperage plant. The Teche Stave Factory has been organized there, with a capital of $10,000 and will continue the making of staves.

Also that sterling firm, the Grismore-Hyman Co., of Memphis, Tenn., composed of those two indomitables, Fred Grismore and Harry Hyman, has again invaded Louisiana, having purchased the timber rights on a 19,000-acre tract between Plaucheville and Woodside, and are said to be making arrangements for locating a mill on their new site.

As long as men of this character stay in the cooperage business the permanence and importance of the industry is assured.

### Cooperage Men Should Not Let Lumber and Box Men Beat Them Out on Location

The only danger is that the cooperage men will let the lumber and box people get in ahead of them and secure all the best locations. In spite of discouraging reports the lumber men are pretty active. The firm of S. T. Alcus & Co., having practically cut out at Vacherie, have begun operations at Pearl River, La., where their plant is said to be one of the best-equipped in the South. Even in this dull time the E. D. Flynn Export Co. has sold 3,200,000 feet of lumber to Cuban interests, while the United Fruit Co. has purchased 2,000,000 feet of lumber for export, this while cooperage men are hesitating, afraid of the export business.

### The Wooden Barrel vs. Other Packages in the Vegetable Trade

During the last six weeks vast quantities of vegetables have been shipped from this city to Northern markets, and, while a large proportion of them went out in barrels, the great number of boxes, crates and hampers looked discouraging to coopers of a pessimistic temperament. There are some half a dozen smaller towns in this territory that have been shipping more vegetables than the city. For a time these towns shipped daily as much as forty cars each. Only about one-fourth of these shipments were in barrels, a fact that some find discouraging, but when each of several small towns use as many as ten cars of barrels daily for one particular industry, the cooperage business can hardly be said to be dead in that section.

### To Arouse Those Who Need Arousing

Some enterprising movie man should take a few reels, showing these barrels being made, filled and loaded into cars. It would be an inspiring sight to some of the poor fellows who are lying down and howling that business is dead, because war-time prices cannot now be obtained for their products.

### When a Big Buyer Becomes a Seller

One of the causes leading to the temporary depression here has been the number of cartons and paper and cotton bags used for certain grades of sugar. For the time being there is little sugar except the Y. C. grade going into barrels. This has put some of our best barrel buyers out of the field, and has reduced the barrel consumption of the American Sugar Refining Co. to a minimum, which has put their subsidiary, the Brooklyn Cooperage Co., into the field as a seller, instead of a buyer of cooperage stock, much to the disgust of the smaller men. When, however, as is likely to happen a little later on, the Brooklyn resumes purchasing stock, the whole complexion of affairs will be changed, and they will improve one hundred per cent. in the estimation of their neighbors.

### Barrel Demand for Petroleum Products the Mainstay of Business Right Now

There is still some business being done in the way of containers for cottonseed oil products, but not as much as there should be, and, just for the present, the petroleum products industry is the mainstay of the cooperage business in this section.

### Stability of Domestic Trade Dependent Upon Export Business

The stability of the domestic trade has always depended on the condition of the export business, and at the present writing the export business has gone down almost to the vanishing point. The sorrows of Europe are a threadbare subject that does not seem to improve by continual discussion; Cuba has been going through a financial crisis; the possibilities of Mexico are being overlooked by cooperage men, and, finally, this port has been for some time tied up by a strike.

During the month of February there were exported through this port:

Hogsheads and barrels to the value of.....$53,796.00
Heading ..... 2,648.00
7,512 bundles of cooperage shooks.
1,962,818 staves, mostly oak.

Between March 15th and April 15th there were exported:

To Bordeaux, 33,400 oak heading.
To Genoa, 5,000 oak staves.
To Belfast, 13,247 oak staves.
To Belfast, 41,974 oak staves.
To Trieste, 2,547 oak staves.
To Glasgow, 180,263 oak staves.
To Santiago, 100 bundles barrel shooks.
To Havana, 1,400 bundles barrel shooks.
To Boca del Toro, 331 bundles cypress staves.
To San Juan, 44,057 oak staves.
To Bridgetown, 189 bundles shooks.
To Pointe a Petre, 400 bundles shooks; 200 heads.

### N. B.

During that same period there were exported through Galveston:

To Japan, 10,000 sets barrel shooks from Tennessee.
To Tampico, 15 bundles cypress staves from New Orleans.

Study those last two items carefully, and compare them: 10,000 sets from Tennessee and 15 bundles from New Orleans. Maybe there is a moral to be drawn from this story.

### Apropos of Central American Forests

The people of this State are at last waking up to the situation, and are beginning to realize that the most important industry of this section, the timber business, is to be short-lived unless immediate steps are taken to reforest a portion of our cutover lands, and are taking proper and adequate steps to meet the situation. Still it seems likely to be a period of acute timber shortage before the new growth is ready for the saw. The forests of Central America are more than sufficient to bridge over this period of possible want. Central American countries do not look large on the maps, but still they contain vast tracts of virgin timber, and some of our lumber men are finding it out.

An American citizen has signed a contract with the Nicaraguan government for the purchase of 200,000 hectares, or say 494,200 acres of land along the Atlantic Coast, at the rate of $2.00 per hectare, or about 80 cents an acre. A saw mill costing $150,000 will be erected on this land. There are many other timber tracts in Central America that can be had at the same price, and there can be no doubt that other American mill men will locate there when they have cut out in the United States.

### Vast Tracts of Red Gum in Honduras

The timber buyer for one of the great fruit companies has just returned from Honduras and reports on a certain half million acres that he cruised. His people were interested in mahogany and other tropical hardwoods, but he found that fully one-half of the timber on the vast tract he cruised was red gum, which he declares is equal to any in the States, and suitable for all purposes for which our red gum is used.

Honduras sounds like a rather out-of-the-way place for a stave mill site, but it is certainly not so difficult of access as were some of the sites on the St. L. I. M. & S. in the old days of the slow trains in Arkansas.

### As to Working West Indian Boxwood

Some time in the near future Americans will be establishing saw mills, and perhaps cooperage plants also, in the Dominican Republic, where there are immense tracts of West Indian boxwood. We wish that some man with experience in working this timber would tell us about it.

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### CANADIAN MANUFACTURERS ORGANIZED FOR EXPORT TRADE

Consul Felix S. S. Johnson, writing from Kingston, May 6, 1921, says:

"Canadian manufacturers have organized for the purpose of promoting export trade. This organization plans to furnish information to its members about trading customs in various countries, banking facilities, requirements and possibilities of different markets.

"Information will be procured as to the best method of drawing up export agency contracts, and the relation of foreign exchange to the Dominion's export trade. It is also proposed that active or associate membership in the export organization shall be granted automatically to members of the Canadian Manufacturers' Association who are interested in the foreign markets.

"Beside the national organization, it is proposed to establish local bodies in different parts of Canada where there are organizations of the Canadian Manufacturers' Association. Steps have already been taken to organize branches of the export trade club in various Ontario towns and it is probable that other industrial centers will follow."

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### LUMBERMEN GIVE STATISTICS OF TRADE

Preliminary plans to enable the Department of Commerce to publish more comprehensive statistics dealing with the lumber industry were discussed at a conference at Washington, May 24th, between representatives of lumber associations and Secretary Hoover.

The conference decided that the department's reports could be of more benefit to the public and the industry through the co-operation of the various lumber interests. To facilitate the work of the department the conferees agreed that the different branches of the lumber industry should supply the department with current figures on the production, distribution and consumption of lumber.

# Louisville Reports Consumers of Cooperage Buying Only What They Must Have. Trade Will Pick Up When Stock is Really Needed

Louisville cooperage interests claim that if business was dull around the first of the year it must be fully dead by now, as business at the first of the year was better than it is at the present time. The slack trade is not doing so much kicking, as prospects are beginning to look better in the slack barrel line, as the approach of the active season is at hand, but—tight cooperage is something else again.

### As One Manufacturer Sees Conditions

Quoting one of the best-posted tight cooperage manufacturers: "Things are dead. There isn't any production to speak of in the South, as practically all of the mills are closed down, and awaiting a return of business. Consumers are trying to clean up such stock as they have on hand before buying any more, and some of them apparently have more stock on hand than is commonly supposed. Even though prices are very low and the market generally weak, there is no interesting the consumer in staves or heading, as he is only buying what he must have."

### Trying to Quote Market a Hard Matter

Trying to quote the market at this time is a hard matter, as price apparently has not much to do with sales, give-away prices hardly moving cooperage just now, as the buyer does not even want to invest money in the necessary freight charges in getting material delivered to him, or pay for labor necessary in unloading.

### Present Conditions Must Soon Change

With business as stagnant as it is just now, it is safe to figure that it can't last that way much longer, and that there is every reason to believe that demand will pick up and force prices up somewhat. Cooperage men believe that with time the market will pick up, and point out that the condition is not only in the tight cooperage trade, but reflected in the steel and tin trade, in the steel barrel and box markets, in fact in the general container trade. Merchandise is not being produced and sold that requires the usual output of barrels, and with markets weakening no one is tying up capital in merchandise that is not absolutely needed.

### Back to Rock Bottom

In fact the spirit of the times is along the retrenchment line, and the real period of readjustment is at hand. Readjustment in the cooperage industry has been far more severe than in other lines. The cooperage trade has gotten back to a real rock bottom which means that there is nothing left to do but wait out demand. Selling stock or made-up barrels at less than present markets would be rank suicide.

A few weeks ago many cooperage men were arguing against prices of even as low as $5 for an oil barrel. Today oil barrels of red oak are being quoted at around $2.40 and white oak at around $2.50. Indications are that the trade would have been better off in holding higher prices, instead of endeavoring to force a demand with lower prices, as there is no such thing as forcing a market that is not consuming material.

### Cannot Force a Demand That Does Not Exist

Cooperage is being sold at under its cost of production in many instances, and at under even today's cost of production, as a result of large holders endeavoring to liquidate and lighten ship. Even by taking losses on stock in hand they will not force a demand that does not exist.

### The Cutting Under Practice Is Widespread

The trade here is adverse to quoting prices at the present time, claiming that every price quoted that is low is immediately cut by the trade elsewhere. Stave prices are hard to ascertain, but it is claimed that white oak staves are being quoted at $50 and red oak at $45, with white oak circled heading at 45 cents a set, red oak 40 cents, and gum 35 cents. There is such small demand for spirit stock and so little has been cut that it is practically impossible to line up a market on first class spirit staves, but it is reported at around $115 and $125 a thousand.

### The Tight Barrel Market

Oil barrels in white oak at $2.50 are the lowest of the season, but it is claimed that some lower quotations have been heard. Red oak oil barrels are $2.40. Spirit barrels, while not moving, can be had at around $4.50. Gum barrels are quoted at $2.30. Half barrels, of white oak, are quoted at $2. Kegs of mixed or straight grades are quoted at 90 cents for five gallon; $1.25 for five gallon; $1.50 for fifteen gallon, and $1.65 for the twenty gallon size.

### Some Manufacturers Accept Any Price to Move Stock

One cooperage manufacturer said: "We have our own staves and heading and have neither sold nor bought stock for so long that we are not very well posted on the market. In the cooperage trade prices mean nothing, as many barrel manufacturers would accept almost any old price to move some stock. Collections as a whole are fair, but nothing extra."

### Trade Will Pick Up When Consumers Want Stock

Another cooperage man said: "It's all right to be optimistic. We're optimistic concerning an improvement some time in trade conditions, but it is not any use to try to do any bulling concerning present conditions. It is merely a case of buyers being on strike until they absolutely have to have stock. Then demand will pick up."

### Paint Trade Yield Slightly Better Barrel Demand

In tight barrels there is a slightly better demand coming from the paint trade than elsewhere, although most of the paint production is being packed in small kegs, tin, etc., as paint in barrels moves principally for industrial use, and industrial demand is not what is responsible for paint manufacturers running full time and over time just now. The paint trade demand is for shelf goods and material moving to painters, who do not buy in barrel lots, as do the industrial consumers. The varnish trade is operating at around 50 per cent. capacity as the furniture and cabinet trades are not active, and demand is largely for tinned goods.

### Advancing Flour Markets Make Better Prospects for Slack Cooperage Market

In slack cooperage conditions have been better this month. As a result of advancing flour markets mills have been running almost full time for the past two or three weeks. This has created a better demand for barrels. Produce trade is beginning to open and in late June and July there should be some fair produce barrel demand.

### The Slack Barrel Market

Produce, cement, lime and similar materials are getting barrels for around 65 to 70 cents, although there is not much demand for barrels from the building supply industries, which are quiet. Flour barrels are quoted at around 85 and 90 cents and sugar-sized produce, No. 2 cooperage, at 80 cents. Salt barrels are quoted at 95 cents. Slack stock is dull, No. 1 staves being quoted at $16 and $19 a thousand, and No. 2 at $12 and $12½ for gum, with cottonwood a dollar over. Heading is worth around 14 and 15 cents for No. 1 and 10 and 12 cents for No. 2; mill run, 11 and 13 cents.

### This Is a Year When Lack of Distilling Business Is Felt

The Louisville Cooperage Co. has closed down all operations in its Louisiana plant, and is merely cutting up bolts on hand at the eastern Kentucky mill, while the local barrel mill is operating spasmodically. J. N. White, president of the company, claims that he has not seen business any duller in years. This is one year when lack of distilling business in the spring season is felt.

### Operating Spasmodically

The Chess & Wymond Co. reports that it is operating spasmodically, as it secures business which warrants operating the local barrel mill, while its stave operations are at a standstill.

### Nothing to Encourage Increased Production

The Holly Ridge Lumber Co. is practically at a standstill in both its lumber and stave mill operations in the South, prices and demand not encouraging fresh production.

### Cooperage Man Does Not Think Well of Bakery Business

E. O. Smith, who for several years was head of the Smith Cooperage Co., recently embarked into a bakery venture, on a wholesale scale, but after a few weeks' trial decided that the baking business was not a satisfactory one and quit.

### Paul Dysert, Jr., Reports Some Little Improvement

Paul Dysart, Jr., of the J. D. Hollingshead Co., reported some little improvement in demand, but as a whole business continues quiet even in the slack barrel line.

## Production of Tight and Slack Cooperage Stock for 1919

A preliminary comparative report on the production of cooperage stock for 1919 has been issued by the Bureau of the Census, Department of Commerce.

The report, which was compiled in co-operation with the Forest Service, Department of Agriculture, shows the quantity of tight staves and heading by classes and the total quantity of slack staves, heading and hoops manufactured in the United States as reported for the years 1909 and 1919. The data for the two years are comparable, the same classes of establishments being included in the canvasses for both years.

While the production of tight stock decreased as a whole during the decade, the production of oil and tierce and half-barrel and keg stock increased. The most marked decreases naturally are shown for tight stock used in the manufacture of containers for whiskey, wine and beer.

Decreases are shown for all classes of slack cooperage stock produced. The smaller production is probably due largely to the substitution of other kinds of containers.

The figures for the year 1919 are preliminary and subject to such changes as may be necessary from further examination of the reports.

### Tight Cooperage Stock

(Number of establishments reporting for 1919, 449; for 1909, 533.)

*Quantity of Staves and Heading Produced by Classes, 1909 and 1919*

| Kind | 1919 Staves (pieces) | 1919 Heading (sets) | 1909 Staves (pieces) | 1909 Heading (sets) |
|---|---|---|---|---|
| Aggregate | 353,825,000 | 24,274,000 | 379,231,000 | 20,691,000 |
| Sawed, total | 348,812,000 | 24,265,000 | 341,259,000 | 19,734,000 |
| Oil & tierce | 205,776,000 | 13,034,000 | 158,457,000 | 9,172,000 |
| Spirit & wine | 20,211,000 | 1,215,000 | 36,933,000 | 2,208,000 |
| Bourbon | 5,040,000 | 107,000 | 11,991,000 | 1,230,000 |
| ½-bar. & keg | 68,786,000 | 6,842,000 | 19,356,000 | 1,559,000 |
| Pork | 10,246,000 | 500,000 | 13,457,000 | 331,000 |
| All other | 35,753,000 | 2,567,000 | 99,065,000 | 4,992,000 |
| Bucked & split | 1,193,000 | ..... | 15,104,000 | ..... |
| Hewed | 3,269,000 | ..... | 6,321,000 | ..... |
| Beer & Ale | 551,000 | 9,000 | 16,547,000 | 956,000 |

### Slack Cooperage Stock

(Number of establishments reporting for 1919, 744; for 1909, 1,506.)

| Kind | 1919 | 1909 |
|---|---|---|
| Hoops (number of pieces) | 141,571,000 | 375,791,000 |
| Staves (number of pieces) | 1,121,324,000 | 2,029,548,000 |
| Heading (number of sets) | 87,581,000 | 140,231,000 |

### GRISMORE-HYMAN CO. ACQUIRE TIMBER TRACTS

As previously reported, the Grismore-Hyman Company, slack cooperage stock manufacturers of Memphis, Tenn., has purchased the timber rights on 19,000 acres of land between Plaucheville, La., and Woodside and is making arrangements for the building of a mill. The timber consists of pine and the various species of hardwoods.

### NEW COOPERAGE PLANT

The cooperage department of the American Sugar Refining Company operated as the Brooklyn Cooperage Company, announces that one of the largest plants in the country will be erected in or near New Orleans as the result of a number of purchases of timber lands recently, the latest being a tract of 1,400 acres in St. Landry parish. The Brooklyn Cooperage Company already operates a plant in New Orleans.

### WANT STANDARD CONTAINERS

Manufacturers of baskets, boxes and other wood containers in Eastern States have petitioned Congress to enact legislation standardizing containers for fruits and vegetables and also to bring about a reduction in freight rates.

### NEW STAVE COMPANY ORGANIZED

The Teche Stave Factory has been organized with a capital stock of $10,000 and will operate a stave manufacturing plant at Centerville, La. Permanent officers of the company will be elected later.

### LELAND STAVE AND LUMBER COMPANY INCREASES CAPITAL

The Leland Stave Company, operating a stave plant at Leland, Miss., has increased its capital stock from $25,000 to $50,000 and changed its name to that of the Leland Stave and Lumber Company. The concern will engage in the wholesale lumber business and will act as the representative of the Darnell-Love Lumber Company, also of Leland, in the Chicago and Michigan territory.




# THE NATIONAL COOPERS' JOURNAL

**Devoted Exclusively to the Cooperage Industry**

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, JUNE, 1921 No. 2

**SUBSCRIPTION**

$2.00 per year, in advance, postage free, in United States and Canada. Single copies, 25 cents.
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### NEW ADVERTISERS

**Colwell Cooperage Company, New York.**
**Hugh O'Donnell, Philadelphia, Pa.**
**Bruce T. Warring, Washington, D. C.**

### THE COOPERAGE INDUSTRY HAS ALWAYS BEEN INFORMED AS TO PROTECTIVE NEED OF THE WOODEN BARREL AND FIGHT FOR TRADE EXTENSION

To only one of superficial knowledge of cooperage affairs would the main subjects under discussion at the Sixth Annual Convention of The Associated Cooperage Industries of America at St. Louis appear as newly developed phases of the trade. The two leading subjects which claimed the bulk of attention at St. Louis, namely, "Quality" and "Trade Extension," have not only been in the scheduled business order of every convention since the first cooperage association was organized, but the JOURNAL'S continuous urge throughout the years, "Boost the Wooden Barrel—the Perfect Package," has been a steady clarion call to the cooperage industry for "Quality" and "Trade Extension."

At no time since the inception of the first substitute into the wooden barrel's field has the cooperage trade been uninformed as to what the future portended, unless protective measures were inaugurated and pushed, nor has there ever been any cessation in effort or in suggestion on the part of the JOURNAL to awaken our industry into protective and trade-increasing action.

The significance, therefore, of the Sixth Annual meeting at St. Louis lay, not in the subjects under discussion, but in the spirit with which these subjects were handled, and particularly in the manifest full realization on the part of all that the time was finally at hand when something big and constructive, and this "something" backed by concerted and untiring work, was imperative. The warning given relative to perspective loss in the apple line comes as no surprise to those deeply interested in the life of the wooden barrel in any of its rightful fields or to those who have been specially exercised over the apple trade for some time. The steady warning of the JOURNAL has always been that it costs far less to hold trade than to regain it when once lost, and that closer co-operation between apple men and cooperage and cooperage stock manufacturers as to desired package requirements was the particular need in the apple line as in all other lines using or which could be developed to use the wooden barrel.

The indication that the attitude "let the few do the work of the many" has almost disappeared, was the most encouraging and inspiring thing noted while the cooperage men were in session at St. Louis. Not only were the Group sessions of stock manufacturers and coopers, tight and slack, new and second-hand, both individual and joint Group meetings, in accord with each other, but the membership body as a whole in general session showed a closer cohesion and a more determined will to fight for the trade and business success which it is the inherent right of the wooden barrel to have and to hold.

That the cooperage industry has not done the smallest part of what could or should have been done in the way of protecting the wooden barrel or in increasing and extending its trade, is true, but it is also true that something in both these directions has been done, and to this preliminary work by loyal, energetic far-seeing and steadily-pushing barrel boosters must go the credit for the final awakening among association members at least and for the splendid co-operative trade spirit so visibly evident at the Sixth Annual. Just so long as there remains these representative members of clear-visioned, experienced, reliable, progressive and dauntless business men whom the cooperage industry has always numbered among its members, and so long as the spirit as manifested at the Sixth Annual at St. Louis remains, increases, acts and accomplishes we will not fear for the permanency and importance of our trade nor for the continued life of the wooden barrel.

But—

Let us have action and let us have it now. Big, constructive, continuous action, and in this action the whole trade should join, since the whole trade benefits.

### NONE CAN HOPE TO SURVIVE WHO DOES NOT GIVE HIS BEST

There have been many splendid addresses on "Quality," but none finer than that given by A. B. Struthers, of the Struthers-Ziegler Cooperage Co., slack barrel stock manufacturers, Detroit, Mich., before The Associated Cooperage Industries of America, assembled in Sixth Annual Convention at St. Louis, Mo., May 3d to 6th, inclusive. While every word of Mr. Struthers' address was weighted with trade and business significance, the point of greatest contact, so far as increased good to the wooden barrel is concerned, was reached when he said:

"It is to be deplored that there have been evidences that the manufacturers of cooperage stock and the barrel makers have, on occasions, played at cross purposes with each other. Their interests are identical. The grading and specifications of barrel material should be the earnest endeavor and united effort of all concerned to produce a perfect container at the minimum cost, with due regard for economy in the use of raw material.

"It matters not whether the market be subject to the domination of the producer or that of the consumer, unless they work together to the end that each may serve in the production of a perfect container.

"This oft-repeated thought—that all factors should work together to preserve the character of the barrel—is not injected here merely because it is high sounding. It is the most important and vital consideration to which attention may be directed. The most effective movement for trade extension is to supply the trade with a barrel that at all times meets the requirements.

"Let us at this time give thoughtful consideration to two reasons why we should guard sacredly the quality of our production. The first is because it is right and decent, and satisfying to the soul to deliver that for which we receive payment. The second is, that under the present order of business none can hope to survive except he give his best."

### Can't Afford (?)

In a recent trade article B. C. Foster set forth a most pertinent business truth when he opened said article with the following:

"One of the successful business men in America was recently asked by a youngish man, who had but recently started his own company, for some helpful pointers. After listening to an outline of the youngish man's affairs the veteran recommended that he do a certain thing.

"'But I couldn't afford such an expenditure,' objected the youngish man.'

"Then the veteran gave him this morsel of business wisdom:

"'Don't count only the cost. Figure what it will bring in return. No outlay is costly that more than pays for itself.'

"The advice was taken and the young business is now thriving."

Business men of foresight in all lines of industry make aggressive constructive policies backed by vigorous advertising pay handsomely where the timid fail and fall by the trade wayside.

July will be THE JOURNAL'S Annual Apple Number.

It takes the combined efforts of sixty-five muscles to make a frown and only thirteen to make a smile. If we would all smile more we would not wear out so fast. Further, a smile is not only the greatest "gloom" chaser ever invented, but it has a power of uplift that works immeasurable good.

The good progress made by the Second-Hand Barrel Group since its organization was duly reported upon at St. Louis by National Chairman Wm. E. Cooper. Among other things every phase of the trade extension plan as presented at the Sixth Annual was fully considered by the second-hand barrel group, and they pledged their support on such basis as decided upon.

Teaching business men to live up to their contracts is conceded by credit men to be the big problem before them. In connection with this statement and apropos of the recent sweeping cancellation evil, it can be mentioned that in the Philadelphia courts alone litigation growing out of violation of contracts shows an increase of 200 per cent. and is steadily widening.

Captained by Burleigh E. Jacobs, of the K. W. Jacobs Cooperage Co., Milwaukee, Wis., as chairman, and assisted by an organizing and suggesting committee of such good workers and experienced cooperage men as T. A. Walsh, Ed. Schaperkotter and Daniel Burkhartsmeir, the "Slack Coopers' Group" of The Associated Cooperage Industries of America, should speedily show results of vast benefit to the slack branch of our trade.

Constructive Vision vs. Business Delirium," was the timely subject chosen for discussion at the May meeting of the Rotary Club, Philadelphia, it being conceded that what business needs today more than anything else is constructive vision, which vision, according to one of the Rotary speakers, is that which looks far beyond any question of immediate personal profits and seeks to envision what things are necessary to insure general and permanent prosperity for all.

One of the outstanding comments made during the Sixth Annual, and one which the JOURNAL was not only delighted to note but the full importance of which we truly hope will duly permeate throughout all groups, originated in the Slack Coopers' Group when B. C. Wallis said, "We leave too much to Secretary Krafft. We ought to work things out ourselves." The splendid efforts of Secretary Krafft, reinforced by the co-operation suggested by Mr. Wallis, would, indeed, work wonders.

Writing on the national richness of the forests in Mayumba, in Belgian Congo, Consul-General Henry H. Morgan, from Brussels, Belgium, says: "The richness of these natural resources was really revealed during the war when it was impossible to buy the barrels necessary for palm oil in Europe. The native woods had to be utilized and thus become known and appreciated, especially for the above-mentioned use. There has been considerable development since then, and now barrels manufactured in Mayumba are well prepared, perfectly tight, and can be compared with the European article."

Three sterling "barrel boosters," C. L. Harrison, of the Himmelberger-Harrison Lumber Co., the "Bone Dry" slack heading manufacturers, of Cape Girardeau; Mr. C. C. Berry, of the Cleveland Cooperage Co., expert trade extension man, and G. E. Wilson, of Wylie & Wilson, Inc., slack stock manufacturers, of Saginaw, Mich., all of whom have had their hands to the plow, as it were, and are, therefore, qualified to speak with authority, not only gave some stirring advice to members assembled at St. Louis, but Mr. Wilson in particular cited concrete instances of what could be done in the trade extension lines, and what one individual cooperage man can do all can do and should attempt to do.

In time of business depression prepare for trade prosperity. This does not mean that at all times, regardless of existing conditions, wisdom should not counsel or that discretion should not guide, but it does mean that negative thinking or negative action, no matter what the press of conditions, is ever a most destructive agent and the sooner the business world as a whole, as well as the world generally, comes under the splendid productive law of right thinking, the quicker will all periods of inharmony and depression pass away. The balance of power lies with man individually and his success or failure, in whatever line he bends his efforts, inclination and abilities, will be in proportion to his trend of mind. No combination of circumstances

can permanently overthrow or defer ultimate success and prosperity from crowning the efforts of a right thinker.

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The subject of "Costs" as handled by E. A. Powell, of the Powell Cooperage Co., the "Warrior Heads" manufacturers, of Memphis, Tenn., was, because of its sanity and logic in reasoning, one of the most interesting features of the Sixth Annual. Especially notable is the undebatable statement which Mr. Powell made in his address when he said:

"It seems a very simple matter to reduce wages to a point in keeping with the selling price of our product, and the individual does hire labor as cheaply as possible, but there is a point beyond which an industry or business as a whole may not act in the reducing of labor prices with safety, for we have grown into a period in which labor and capital are so dependent upon each other, and in which the general prosperity of the country is so susceptible to untoward influences, that concerted action to decrease the purchasing power of labor or any other class is bound to react adversely upon business as a whole."

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## MANUFACTURERS ARE KEEPING PRICES WITHIN REASONABLE LIMITS, SAYS JAMES INNES

Briefly, we may say that right now business is very quiet and prices are being cut by the scalpers. The manufacturers are keeping prices within reasonable limits, but some of the dealers are picking up occasional cars of very cheap stock and offering them at prices away below the cost of production.

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## AS TO BUSINESS CONDITIONS, "HERE'S HOPING," SAYS C. M. VAN AKEN

There has been but very little change in the cooperage business in this locality during the past month, although there does not appear to be any abnormal stock on hand at the mills for normal times, still there continues to be a disposition on the part of the sellers to accept offers that are made by the consumers for stock. As a result, prices on many kinds of cooperage today do not cover the actual cost of production. There is some buying being done throughout this territory, but this buying is divided among so many different shippers that it amounts to but little.

When it became known that the fruit crop in the Mississippi Valley was practically destroyed and the Shenandoah Valley crop was seriously affected, the attention of every cooperage stock manufacturer and dealer seemed to be centered upon the New York State crop which, while not large, will be larger than the two districts above referred to. Because of the unusual number of sellers in this territory this year and the unfamiliarity of most of these sellers with the business methods in this locality, not only has the business been widely distributed, but the stock has been sold at unnecessarily low prices.

At the present time no change in the situation is in sight, but to use an expression that was familiar before the Volstead Act became effective, about all that we can say is "heres' hoping."

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## BUYING IS SCATTERED AND IN SMALL VOLUME, SAYS WALTER C. HARTMAN

Reporting this month we can say that business continues quite dull with scattered buying and small volume. Very little contracting is being done. Hand-to-mouth buying is the rule and a great many consumers are still waiting for lower prices. During the last month markets have declined a little and with the general demand so small it is difficult to imagine conditions will be better before late fall.

A good apple crop would have helped some, but only a small quantity of fruit is developing in the Central States, the South and the Southeast, while New York State buyers are most pessimistic and insist the fruit prospects are very poor indeed.

Manufacturing in almost every district is being curtailed, while sharp competition exists between sellers who are endeavoring to procure the few orders that are offered. Stocks at mills generally are comparatively low and no large amount of material is to be found at consumers' shops, except possibly in the larger centers where purchasing agents have a policy that demands a reasonable supply be kept on hand.

A rather peculiar condition prevails in Alabama, where one group of heading mills, who handle their output through a commission merchant, have been cutting prices with the reported intention of discouraging manufacturing generally. Rumor has it that two such groups have been fighting each other and each combination competing with the so-called independents. As ever under such conditions as now exists it seems to be a "survival of the fittest."

## LOSS NOT GENERAL BY FRUIT FREEZING

Damage to fruit crops from freezes in some sections of the country has not resulted in a general shortage, the Department of Agriculture reported under date of May 20th. Georgia peaches and California cherries are already flowing to the markets, while the strawberry crop is said to be abundant in several places.

A good crop of apples and peaches is expected in Colorado and an average yield in New England and New York. A fair yield of late apples is promised in New Jersey and Pennsylvania. Tennessee is looking forward to the largest blackberry crop on record, although expecting a short apple and peach crop. Utah will probably have only 50 per cent. peach crop. Fair crops of blackberries and raspberries are looked for in Missouri.

The apple crop outlook in Iowa is improving, the department announced, but in Michigan only a light yield, except of winter apples and pears, is expected. In Arizona the peach crop is almost a total failure and in Delaware, peaches, pears, plums and cherries virtually have been killed by frosts. Virginia was said to have very poor prospects in fruit this year.

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## COLWELL COOPERAGE CO. ENTERS FORTY-FIFTH BUSINESS YEAR

At the beginning of the forty-fifth year in the cooperage business the Colwell Cooperage Company, the "Colco" cooperage, cooperage stock and cooperage supplies firm, 412 Greenwich Street, New York, is an excellent example of the result of earnest and unstinted effort to promote the cooperage industry.

The concern was started in 1876 by E. D. Colwell, who bought small trees and shaved them down by hand to make hoops in his small shop in the building at 412 Greenwich Street.

Among those who played a leading part in developing the industry in New York to its present stage is B. R. Colwell, now president of the corporation, who is the son of the founder of the firm. Through his efforts the business was greatly extended until it now includes everything in the cooperage line.

From the manufacture of shaved hoops Mr. Colwell developed the business so that it now occupies the entire building at the original address and also has a large distributing station in Jersey City with a private siding on the Central Railroad of New Jersey.

In order to take care of large contracts for supplies several mills were established where barrel parts are made up from only the best materials. As the firm grew it took over the old and well-known firms of the S. O. Church Company and the William A. Worboys Company, two of the largest cooperage concerns in Greater New York.

Evidence of the present activity of shippers is seen in the continued flow of orders received by the Colwell Cooperage Company, and while, according to report by Mr. Colwell, business has not yet reached normal, it is encouragingly active, and the firm is confident of the complete recovery of trade within a short time.

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## HUGH O'DONNELL IS REBUILDING BURNED BARREL PLANT

On April 26th a disastrous fire wiped out the barrel and keg plant of Hugh O'Donnell, Meadow and Snyder Avenues, Philadelphia, Pa. The destroyed buildings were the company's new galvanized warehouse of 25,000 barrel capacity, the new garage addition and offices just completed in February last, together with other buildings used for storing new cooperage stock, as well as two 3½-ton Packard motor trucks. Fortunately the O'Donnell cooper shop, most of their machinery and one motor truck escaped.

The fire originated in the Miller Waste Manufacturing Company's plant to the west of the O'Donnell plant, spreading to the E. F. Drew Oil Co., Inc., to the north, and finally reaching the cooperage. The firemen had a hard time saving the Gulf Refining Company's plant, which was on the eastern edge of the burning district, and wherein thousands of gallons of gasoline and oil were stored.

Mr. O'Donnell advised that his loss was fully covered by insurance, and with characteristic energy reported that rebuilding is already under way. Located in temporary quarters business is going on with as prompt attention as is possible being given all orders.

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## DEATH OF MR. GEORGE W. PIKE

It was with sincere regret that news was received from The Interstate Cooperage Co., New York, of the death of Mr. George M. Pike, which occurred on April 25th at Orange, N. J. Mr. Pike was late vice-president of The Interstate Cooperage Co.

## WANTS IN COOPERAGE LINES

*The Durand Hoop Co., Fort Wayne, Ind., is in the market for hoop machinery.*

*The Liverpool Salt and Coal Co., Hartford, W. Va., are car lot buyers of heading and staves for salt barrels.*

*The Ebner Cooperage, 525 East Ninth Street, Erie, Pa., is in the market for quotations on all kinds of slack cooperage stock.*

*Max Goldstein, 250 Bowman Street, Wilkes-Barre, Pa., is in the market for all kinds of second-hand tight and slack barrels and kegs.*

*The City Barrel Co., P. O. Box 91, Bridgeport, Conn., is in the market for 19⅞ inch thick square edge pine, spruce or hemlock heading.*

*Charles R. Savage, Onley, Va., is in the market for pine staves, hoops and heading for truck barrels. Mr. Savage also wants hoop nails.*

*George Henckel Company, Hitchcock, Texas, is in the market for all kinds of slack barrel stock, steel hoops, nails, staples and coopers' tools.*

*Max Goldstein, 250 Bowman Street, Wilkes-Barre Pa., is in the market for a carload of red oak heading. Also a carload of white oak ten-gallon kegs.*

*"B. K. M.," care of* The National Coopers' Journal, *Philadelphia, Pa., is in the market for eleven different "Holmes" machines. See special advertisement.*

*The Serfas Lumber Co., Easton, Pa., is in the market for a chamfering, crozing and equalizing machine for slack staves 26 inches to 30 inches in length.*

*The Liverpool Salt and Coal Co., Hartford, W. Va., is in the market for a Marten, Grahn & Andrews "Perfection" or a Holmes "Ideal" heading-up machine.*

*Hugh O'Donnell, Meadow and Snyder Avenues, Philadelphia, Pa., is in the market for tight and slack heading; also fir, gum, white and red oak barrels and kegs from five to sixty gallons to replace packages recently destroyed by fire. Immediate quotations solicited.*

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## TRADE OPPORTUNITIES DEVELOPED THROUGH ASSOCIATION ADVERTISING

Geo. W. Hickim & Son, Apalachin, N. Y., desires prices on apple barrels.

Scott Farm, Brattleboro, Vt., desires quotations on apple barrels.

Mr. Herman Hess, Pullman, Mich., desires prices on apple barrels.

Mr. Isaac Allison, Noble, Ill., desires prices on apple barrels.

Mr. J. M. Wilson, Hamburg, Ill., inquires for prices on slack cooperage stock.

Wm. Knechtel & Son, Hanover, Ont., are in the market for flour barrel stock—30 inch staves 5/8 inch bilge 17½ inch heading.

Richo Mfg. Co., Washington Mills, N. Y., desire quotations on standard sugar barrels, car lots.

The Climalene Co., Canton, Ohio, are in the market for sugar barrels, also half barrels that would hold approximately 100 pounds of sugar.

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## DISASTROUS ADIRONDACK FOREST FIRE—BROOKLYN COOPERAGE CO. SUFFER

On May 23d the hamlet of Meno, near St. Regis Falls, N. Y., was destroyed by one of the worst forest fires ever known in the northern Adirondack region.

Every building in the hamlet, which was a residential place for workers in the New York and Ottawa Railroad Co. and employes of the Brooklyn Cooperage Co. was consumed by the flames despite heroic efforts of hundreds of volunteers to check the fire. Two men are believed to have been burned to death and many others had narrow escapes.

Hundreds of volunteers waged an incessant but unavailing battle against the flames for more than twelve hours. The continued drought of the past month had dried the woods to tinder stage and made them easy prey for the flames. Driven by a high wind, huge tongues of flame shot 100 feet skyward and immense clouds of thick, black smoke rolled out of the burning sector.

C. G. Clark and B. E. Ames, of Brooklyn Cooperage Co., and three other men, were forced to flee from Meno with the fire at their heels. They took refuge in Quebec Brook and had to remain submerged to their necks in the water for nearly an hour in order to escape the blistering heat and suffocating smoke.

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New machinery equipment is being installed by the J. D. Blackhard Stave and Cooperage Co., Stuart, Va.



# Chicago Reports Better Business Feeling Throughout Cooperage Trade. All Looking Forward to "Turning of the Tide"

From reports gathered from various members of the industry here, the month of May, to date, has shown a better trend than did April.

The demand for barrels and barrel stock is not heavy, but there is a much better feeling evident among the heads of the industry which indicates that they are either doing a better business or see signs which make them believe that business is about to grow better.

All industry today is looking forward and hoping to come to the "turning of the ways" and on all sides we find men working hard to bring about a recovery.

### Number of Inquiries Have Increased

In the barrel industry there is noticed a greater number of inquiries now than there were in evidence a month ago and the trade feels that this is one indication of the need for barrels.

Early in the month it looked as though work at the Union Stock Yards here was going to be hampered a little by the lockout of the live stock handlers. But this controversy was soon settled and the men went back to work again. While the strike was on, it was said that 900 members of the live stock handlers' union had to go out, and their places were immediately filled with men from the throng who applied for work as soon as they heard of the lockout.

With the conclusion of the strike it was expected that business for the barrel manufacturers supplying the yards would pick up slightly. There has been a little more activity, it is said, but not very much.

### May Business Better Than April

In most of the Chicago plants the May business has been better than that done in April. Just how much better the manufacturers can not say. It has been a spasmodic month, with business very good for a few days and then a slow period, which makes it difficult to estimate just how much better business really has been.

### The Stock and Barrel Price Market

Price of barrels and stock are remaining steady. There has been no change to speak of in the past thirty days, it is said, and most members of the trade think that they have struck rock bottom.

### The Optimist vs. the Pessimist

Something worthy of note among the barrel interests in Chicago is their attitude toward present and future conditions as compared with the attitude in evidence among members of other industries. In some commercial circles there has been quite a little complaint registered against the habit of always telling how bad business is, and painting a word picture which certainly is discouraging. This is not noticeable in the cooperage industry. Invariably when a cooper is asked how his business is getting along, he replies that it is going along "pretty good." Of course, one can tell by his tone that he doesn't mean that it is very good, but is well satisfied that it is not worse.

Whether the barrel industry has been more fortunate than some of the other industries, or whether it is just the optimistic opinion and characteristic well-wishing of the members of the trade, is not known. But whatever it is, the Chicago cooperage trade always have a cheerful word to say about business.

### Different Opinions as to Apple Crop Outcome

According to some members of the trade, the outlook for a good business in barrels for fruit shipments is not as good as it could be. Reports which members of the trade have received seem to indicate that the fruit shipments are not going to be extraordinarily large, and of course farmers are going to use their ingenuity and ship just as cheaply as they possibly can. Some reports state that the crops will be large, while others contradict this. Inquiries from the farmers for barrels for their fruit have not been coming in as fast as was expected.

### Reports on the Apple Outlook

It is said here that the damage to fruit crops from recent freezes in various sections of the country will not cause a shortage.

A fairly good crop of apples is expected from Colorado, it is reported.

New Jersey and Pennsylvania, it is said, promise a fair yield of late apples.

Predictions regarding the Iowa apple crop are growing more favorable.

The Michigan apple crop promises to be rather light this year.

Prospects for fruit crops in Virginia are said to be not very encouraging.

### Glass Manufacturers Have Cut Prices to Compete with Slack Barrels

The package charge made by lighting glass manufacturers to their customers has been cut, due, it is said, to the reduction in the price of slack barrels. Other glass manufacturers have followed this lead in some instances, but it is more noticeable among the manufacturers and shippers of glass for lighting purposes. These manufacturers have also cut the wages of the packers who during war times are said to have made as high as $100 a week on piece work.

### Apropos of Freight Rates

A local cooper recently remarked that while reports show that a lot of railroads are operating at a loss, the freight rates are so high that for a number of industries they are almost prohibitive.

In some sections of the country producers find that the freight rates to the ultimate markets are so high that it hardly pays them to operate.

One member of the coopers' trade said that one of the biggest items in high cost was freight rates, which if reduced would aid materially in bringing a better condition to all markets. He pointed out how rates have climbed and that certain commodities shipped from certain points had a freight rate higher than the actual cost of the article shipped. This situation, it was shown, retards the return to a more normal condition.

### Freight Rates and the Cooperage Industry

Freight rates and the cooperage industry should be close friends, and they would be if the rates were right. But when rates are high they hold back business from the coopers because farmers and manufacturers must consider these rates when they put their product on the market.

It is said that in some instances it is cheaper to ship to Europe than to ship by rail, long distances, within the boundaries of our own country. While this condition exists, it is felt that there can not be very much hope for a speedy recovery. Almost everything an individual or an industry consumes daily is brought into the city by way of railroads and with the carriers adding to the price of everything which is handled by them as they are now, to some members of the trade, it seems hard to see how any recovery can be made.

### Situation a Little Better, Says Harry Kirk

"We notice a little better situation and find business just a little better than it was during April," said Harry Kirk, of Joseph H. Kirk Co., when questioned as to how business had been going during the month.

Mr. Kirk said that they were working spasmodically. He said that for two or three days they would be real busy and then for a day or so they would have very little at all to do.

"Of course," he said, "the conditions obtaining in the yards early in the month did not help matters any, and the settling of the strike helped our business a little, but we have not noticed any material change from that source. I think perhaps that there is a better feeling existing among members of the industry now, however."

### Business Going Along All Right, Says George T. Dyer

George T. Dyer, vice-president of the Pioneer Cooperage Co., said "Business is going along all right," when asked how they were getting along this month.

### Looking for Better Business, Hoping for and Expecting to Get It

A member of the trade was recently asked what he expected of the future. "It is hard to tell," he replied. "We have been going along rather uncertainly for some time and to read the future would be a wonderful accomplishment. We do not know what to expect, but we are looking ahead to better business and hope and expect to get it."

### Illinois Cooperage Co. Report Inquiries Very Good

The Illinois Cooperage Manufacturing Company reports that though business has shown very little change this month over April, inquiries are very good.

### Wm. Glader Machine Works Report Trade "Up and Down"

A report from the William Glader Machine Works says that they find that business is gradually growing slower and slower, and that this trend has continued since the first of the year. When asked if there has not been a pickup during May, they said that some days they can afford to feel very optimistic, while the next day they will have good reason for feeling otherwise.

## BUFFALO COOPERAGE TRADE

The cooperage business is in a waiting attitude nowadays, with little doing in the flour trade, or in other lines which the coopers depend upon. Nearly all consumers and buyers of flour are taking less than their usual quantities and are afraid to make purchases because of the erratic nature of the market. Some of the millers say they are not following the day-to-day quotations on wheat and changing their prices accordingly, having grown tired of trying to do so. They have also given up making any price predictions, since most of those they have made have not materialized.

### As to 1921 Apple Crop—Outlook Favorable

It is too early to make much of an estimate as to apple prospects, but it is generally believed that they are not as good as a year ago. One report from Chautauqua County says that farmers predict that the apple crop will be less than one-fourth of the year 1920, and that in view of the short crop the prices of cider and vinegar will soar to new high levels this fall. A minimum estimate like this is not up to the expectations of many in the cooperage trade, who think apples will do a good deal better than that.

One cooperage authority says that he does not like the color of the apple blossoms this year, which was white, instead of tinted with pink, and that, he says, is a sign of a small crop, or at least is so regarded by old apple growers. He states it is too early to predict as to the size of the crop, and that the June and July drop may catch a good many apples. According to some others, the outlook up to the present is favorable.

### The Slack Stock Market

Slack cooperage material has had about a 25 per cent. decline from two months ago, and there is a wide discrepancy in prices, as is always the case when the equilibrium between demand and supply is upset. Present quotations are stated to be about as follows:

| | |
|---|---|
| No. 1, 30-inch elm staves | $15.00 to 16.00 |
| No. 2, 30-inch elm staves | 10.00 to 11.00 |
| No. 1, 30-inch gum staves | 14.00 to 15.00 |
| No. 1, 28½-inch elm staves | 15.00 to 16.00 |
| No. 1, 28½-inch gum staves | 14.00 to 15.00 |
| No. 2, 28½-inch gum staves | 9.50 to 10.50 |
| Mill run, 28½-inch gum staves, fruit | 11.50 to 12.50 |
| Six-foot hoops; six-foot-nine hoops | 15.00 to 16.50 |
| No. 1, 19⅛-inch basswood heading | 14c to 15c |
| No. 1, 19⅛-inch gum heading | 13½c to 14½c |
| No. 1, 17⅛-inch basswood heading | 12½c. to 13c |
| No. 1, 17⅛-inch gum heading | 11⅛c to 12c |

The outlook for prices is regarded as very uncertain. They have gone lower now than expected, and it seems as though bottom was about reached.

### And Yet This Is the Time to Buy

The demand for cooperage stock is very small. It is stated that some business has been forced, especially in the country districts, by unusually attractive terms. Prices have been about what the cooper was willing to pay and the terms of payment and delivery on about the same basis. Such a situation is quite unsatisfactory to the concern that desires to sell on an established basis. In some instances these low-priced offers have not been taken up, as the coopers have regarded them as evidence of such market weakness that still lower prices were probable.

Fourteen full barrels of liquor and over 300 empties were captured near Beamsville, Ont., recently by prohibition officers. Now that Ontario has voted for strict prohibition, the days of the liquor barrel are believed to be numbered, while most any tight barrel will be regarded with suspicion.

### Business and Personal Briefs

Jackson & Tindle state that business has not picked up to any extent recently and buyers in country districts are waiting until they see what the apple crop is going to be like. Nor is there much doing in flour and other lines in the city.

W. G. Pennypacker, Jr., reports no change for the better yet in cooperage conditions. Very little demand comes in from this territory and prices are much unsettled.

The Quaker City Cooperage Co. finds very small demand for flour barrels at present and can see no prospect of early briskness developing. It is keeping a fair stock of barrels on hand.

Edward B. Holmes, president of the E. & B. Holmes Machine Co. is favored by many Republicans for the nomination of Mayor of the city at the fall election. The city is on a commission charter basis and a number of candidates are in the field for office.

# The Associated Cooperage Industries of America

## In Great Constructive Convention at St. Louis, May 3d to 6th

The Sixth Annual Meeting of The Associated Cooperage Industries of America, which was held at the Planters' Hotel, May 3d, 4th, 5th and 6th, marked an epoch not only in the history of the organization as to attendance, but in what surpassed all else in importance, so far as the future welfare of the cooperage trade is concerned, and that was the apparent final full awakening on the part of stock and barrel manufacturing members alike to the imperative immediate need for trade expansion efforts and to a degree and extent that will leave no doubt as to the sincerity and determination of the cooperage industry not only to protect what trade is still in the keeping of the industry, but to recover a generous share of that business which has been lost, while at the same time new lines are opened up that will mean increased and extended use of wooden barrels.

### To Save the Apple Trade

The jolt received by the slack cooperage and cooperage stock manufacturers in the direct and unsoftened remarks of Samuel Adams, Editor of *The American Fruit Grower*, anent the apple trade and what the barrel stands to lose unless steps are taken to meet the apple trade and its package requirements in the way of a smaller package, as well as giving closer co-operation to growers so that "the barrel will be known as a *good package for good fruit*, instead of a package for cull or low-grade apples," was severe in its predictions, but this very severity and dire prediction may be the saving factor for this line of business if the cooperage trade but act upon the warning given and suggestion made.

### Joint Group Meeting a Feature of the Sixth Annual

A feature of the Sixth Annual Convention was the joint group meetings, the slack cooperage and cooperage stock manufacturers joining in deliberations, and the tight stave and heading manufacturers and the tight coopers coming together to consider matters pertinent to their particular lines. With the stock and barrel men, both tight and slack, new and second-hand, working in harmonious accord in group and then in joint session, and with all bent upon discussing such important matters as trade expansion, quality, inspection service, etc., which subjects were the order of business at St. Louis, the good results accruing from the Sixth Annual should be large, far-reaching and permanent, since there is no discounting the fact that the future keynote of every member of The Associated Cooperage Industries of America is to be "Action" on behalf of the wooden barrel.

### E. P. Voll Elected President

The choice for President for the year 1921-22 fell upon E. P. Voll, of the Voll Cooperage Co., St. Louis, Mo., while the three new Vice-Presidents elected are E. A. Powell, Memphis, Tenn., of the Slack Stave Heading and Hoop Group; Ed. Hamilton, Wynne, Ark., of the Tight Stave and Heading Group, and E. J. Kahn, Peoria, Ill., of the Tight Coopers' Group. Executive Committee members elected were A. B. Struthers, Detroit, Mich., Slack Stave, Heading and Hoop Group, 1921-22; E. C. Morrison, Mound City, Ill., Slack Stave, Heading and Hoop Group, 1921; W. K. Knox, New York, Tight Stave and Heading Group, 1921-22; W. T. McGlone, McGlone, W. Va., Tight Stave and Heading Group, 1921; B. E. Jacobs, Milwaukee, Wis., Slack Coopers' Group, 1921-22; H. P. Krallman, St. Louis, Mo., Tight Coopers' Group, 1921.

Secretary-Manager Krafft and Treasurer Defebaugh were re-elected.

NEWLY-ELECTED PRESIDENT EDWARD P. VOLL, OF THE VOLL COOPERAGE CO., ST. LOUIS.

### GENERAL SESSION

In line with the decision of the Executive Committee that retiring officers should preside over all meetings during their tenure of office, retiring President Carl Meyer occupied the chair and wielded the gavel during the general session on May 6th, which session he opened with the following address:

### Retiring President Meyer's Address

It is very gratifying to see such a large attendance at this meeting which goes to show that our members are beginning to realize the benefits of co-operation.

At the Cleveland meeting six months ago your President, in his address, called the attention of our members to the great benefits that could be obtained by attending Group meetings or holding ringside seats. I have been informed that the attendance at these meetings has been larger than ever before.

Never before has an Association been as essential to our Industry as it is at the present time and I am at a loss to understand why a few of our members have tried to resign. In most cases our hard working Secretary has been able to convince them that their membership in the Associated Cooperage Industries of America was the greatest investment they could make and their resignations have been withdrawn.

A membership in this Association is more important than liability or fire insurance and I am positive that none of our members would cancel their insurance at the present time.

Your association is needed now more than ever before because you need your inspection service, better grade rules, arbitration committee and legal department under these trying conditions. And when the time comes for the re-adjustment of freight rates where would we be without our Traffic Department backed by better than 90 per cent of the manufacturers and producers of cooperage and cooperage stock.

Fellow members, let me call your attention also to one of the most essential problems confronting our Industry at the present time—QUALITY. We must all hold together and do everything within our power to market our product as near perfect as human skill and brain will permit. Manufacture up to a standard and not down to a price, as we must hold the trade we now have first, then seek new fields to take the place of the outlet we formerly enjoyed before the Prohibition Law was passed. This business was not missed during the war, but we are now feeling the effects of same, and will continue to feel same unless new users of cooperage can be found.

All members who have attended the various Group meetings at this convention have, no doubt, benefitted by the free discussion of existing conditions. This paper having been written before these meetings were held, I cannot, of course, tell what the results have been, but have read a great many articles on the subject of the present and future outlook of general business conditions in the country. Have also made a careful study of conditions surrounding our own industry and will give my unbiased opinion as to the present and future outlook of the cooperage industry.

There is no use calling vinegar sweet, but we must look the facts in the face as they exist.

First—the demand for cooperage is primarily affected by general business conditions, having a shade the best of some commodities on account of a large percentage of same being used as food containers.

At the present time low banking reserves, a tight money market and high rates of interest, unsatisfactory foreign credits, high rates of exchange with foreign countries, the failure of some commodities to come down to a fair exchange value and the refusal of labor in a great many lines to accept reductions in wages are holding up a resumption of general business conditions.

The gradual increase of banking reserves and a stronger stock market which past experiences have shown generally precedes a resumption of business about six months, indicates that business should be back to normal the latter part of this year.

It may be gratifying to you to know that some commodities are as low as 60 per cent below prices that prevailed at the beginning of the war while some unfortunately are over 200 per cent. higher. I would judge, from all facts that I have been able to gather, that cooperage stock, outside of steel products used in the manufacture of same, will range from 50 to 75 per cent above 1914 prices.

The decline in finished cooperage is following very closely the decline in material. In some cases, however, taking into consideration the fact that wages in the section where the majority of cooperage material is produced, has about reached a pre-war level, whereas in the larger cities, where the finished product is produced, there has been a slight reduction in wages and in some sections no reduction at all, finished cooperage is selling on a lower basis than cooperage material.

We have now come to the point where costs are most important, because if you do not know the cost of your product, you are groping in the dark. Just because some competitor sells his product or a few cars of his product at a certain price, this does not necessarily mean that this price is the market. There may be some reason why this competitor is compelled to unload certain material below cost of replacement. The next sale would, therefore, not necessarily be at the same or lower figure. Free discussions of cost at frequent meetings of different branches of this association will prevent unnecessary losses. I say unnecessary losses, as I firmly believe there will be no profits made in the cooperage business this year but the manufacturer who watches his costs the closest and keeps in touch with conditions by attending all group meetings of his branch of the industry will show the smallest losses at the close of the year.

Gentlemen, some parts of this paper may sound to you like a funeral oration but it is up to you as to whether you will be one of the pall bearers or the deceased. Let us all pull together, the closer the co-operation the sooner the sun will shine.

### Newly-Elected President Voll Calls for Co-operation

Newly-elected President Voll struck a responsive chord when he said:

"First, I must thank you for the honor bestowed upon me, and I thank you because I appreciate the fact that we are going into one of the most strenuous years that most any industry can. Every gentleman who has been kind enough to come up to me and say, 'Mr. President, I congratulate you,' has assured me of his earnest support. My ability is limited, but with the assistance of all you gentlemen who have the 'gray-matter,' and with my muscle, we will have a good administration and a good report to make at the next meeting.

"There are quite a few associations, but not many that compare favorably with ours. There is no denying the fact we have built up the very best organization of this kind in the country, and it is indeed fortunate that we have done so, because we need it badly this very time.

"By co-operating as we have in the past, and even more so in the future, if possible, we are going to put the Cooperage Industry where it belongs—at the top—and keep it there."

### TREASURER'S REPORT

Following, in regular order, the treasurer's report was called for and being read in full detail was promptly adopted upon motion by W. K. Knox. The Secretary's report was next given and, as usual, was vitally interesting.

### SECRETARY KRAFFT'S REPORT

During the past six months our industry, in common with many others, has experienced a readjustment which, while inevitable, has been unexpectedly drastic. Changes have come with such rapidity and have been of so violent a nature that we find ourselves face to face with a situation demanding most serious and far-sighted consideration. It is indeed fortunate that this convention falls at a time when the need of intelligent co-operation is greatest; truly existing conditions provide an acid test of the strength and character of our Organization.

Our situation but reflects that prevailing in practically all lines of industry. Furthermore, the prosperity of the cooperage industry is essentially linked up with that of the various industries that use our product. Therefore, our problems must be considered in the light of their relation to general conditions. On the other hand, there are fundamental problems which must be worked out by our industry in order to repair the damage resulting from the abnormal conditions that have prevailed the past few years, and to insure its rehabilitation and progress.

Of first importance is QUALITY! It is obvious that highly competitive conditions will prevail for some time to come, and the matter of quality in all lines will be a vital factor. Having been, to some extent, lost sight of, its careful consideration and a clear realization of its importance are especially necessary at this time. It, therefore, behooves members to give careful thought to this subject when it is presented for discussion during this session.

### Trade Extension

Many industries are recognizing the need of making up lost ground and of devoting special attention to the rehabilitation of their products in the world market. This can only be accomplished by intelligent and comprehensive trade extension work.

### Inspection Service

There is a direct connection between our Inspection Service and two of the fundamental problems mentioned, namely, quality and trade extension work. Having inaugurated an inspection service, something of a concrete nature has been done toward working out the problem of quality which is essential to effective trade extension work. Since our last meeting—November, 1920—we have made 111 inspections at delivery points on complaints account grade, quality, etc. The operation of this service is more and more justifying its adoption. It has suggested a number of important necessary changes in our rules and specifications, which are unquestionably to the best interests of our industry. Furthermore, mill inspections, which are an important part of our service, provide a means of remedying the problem of quality at its source.

### Costs

Existing conditions forcibly illustrate the necessity of an accurate knowledge of costs. Even though no uniform cost methods may be employed, a real need



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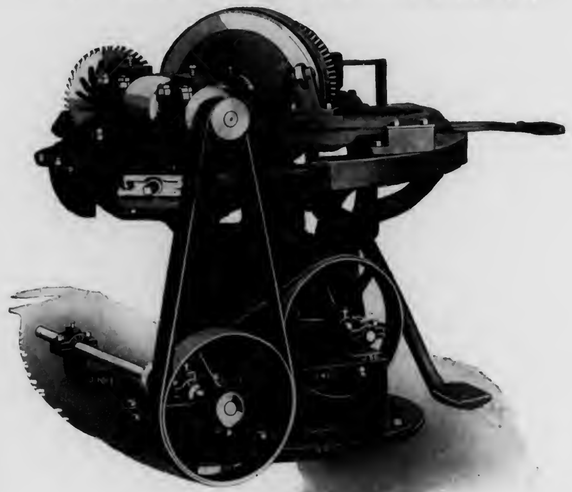

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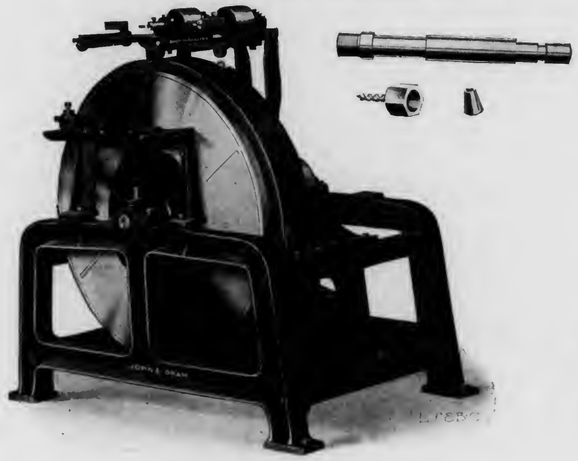

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exists in the cooperage industry for manufacturers to pay greater attention than ever before to the importance of determining the cost of their product by applying the fundamental principles which are essential to an accurate knowledge of cost. Lack of such knowledge inevitably results in ruinous competition.

### Railroad Situation

The railroad situation unquestionably presents one of the most serious problems confronting the Nation, and upon its solution depends to a considerable extent a revival in general business conditions. The carriers are confronted with constantly increasing deficits which are variously ascribed to the extremely high operating costs and decrease in tonnage (the latter resulting in a surplus of over 500,000 cars). The high level of wages is largely responsible for the prevailing high operating ratio and therefore the question of readjustment in the wage scales and working conditions is one which is engaging general attention. Some change in this situation will doubtless result in the abrogation by the Labor Board, effective July 1st, of the so-called National Working Agreements adopted by the Director-General while carriers were under federal control, and which have been the subject of controversy between railroad corporations and labor unions since that time. While the decrease in tonnage reflects to a large extent industrial conditions, it is felt by many that the high level of rates is a contributing factor in that the transportation costs are out of all proportion to existing values of many commodities.

Undoubtedly present freight rates are too high to permit of movement in many lines and have the effect of either effectually curtailing movement or of materially restricting its extent. This situation has resulted in more or less agitation looking to the repeal of Section 15a of the Transportation Act, which directs the Commission to establish a level of rates that will provide the carriers with a specified net return and to which its ascribed the rate situation confronting shippers at this time.

While the Transportation Act does not preclude or prohibit a reduction in freight rates to meet a situation where they result in curtailment of movement, it is felt by many that action of this kind by the carriers voluntarily or the Commission cannot be expected so long as the law places an obligation upon the Commission to definitely establish a level of freight rates that will accomplish the purposes of the Act with reference to the revenues of the carriers. On the other hand, the question to be considered is whether or not the Transportation Act, as it now stands, should be given a fair test under normal conditions in order to definitely determine the wisdom or necessity of any change in its provisions, particularly those of Section 15a.

The extent to which the railroad situation will engage the attention of the present Congress is indicated by the bills introduced since it convened and are now in preparation, among which are the following:

A bill to repeal that part of Section 15a of the Act directing the Commission to prescribe a level of rates that will yield a net annual railway operating income of 6 per cent. on the aggregate value of actual property devoted to the service of transportation.

A bill to establish "uniform rates for the carriage of freights" and which contemplates a basic rate per ton mile with a provision for five classes of freight.

A bill transferring to the Interstate Commerce Commission the power delegated to the U. S. Labor Board by the Transportation Act.

Resolutions calling on the Railroad Labor Board and the Interstate Commerce Commission to review their wage and rate decisions with a view toward a decrease in wages and rates.

A bill providing for the repeal of the Transportation Tax.

A bill prohibiting interference with Interstate Commerce, namely, an anti-strike bill.

A bill to amend the Transportation Act so as to protect and preserve State control over rates, service and facilities.

A bill to amend Section 4 of the Act to provide for a long and short haul rule with exceptions.

A bill extending for one year the time for filing overcharge claims arising during the period of federal control.

A bill providing for the restoration for a period of one year of the freight and passenger rates which were in effect prior to the Commission's decision in Ex Parte 74.

It is generally understood that the administration is committed to the policy of lower freight rates.

### Second-Hand Barrel Group

We are pleased to report rapid progress made in the organization of a Second-Hand Barrel Group. In this we have been ably assisted and supported by the officers of that group, which now embraces representative dealers in the larger cities throughout the East and Central West.

With all elements in the industry represented in its National Organization, the greatest possible development of the industry is made possible.

### Membership

Notwithstanding adverse conditions, a total of 105 new memberships were secured during the past year, making our total membership as of April 30, 558. We are pleased to be able to report a constantly increasing membership.

### Business Ethics

There has been one outstanding development in our Association work, particularly noticeable of late, which is of vital importance, namely, the influence of our rules and regulations upon the standard of business ethics prevailing in our industry. The extent to which members invoke our Arbitration Service and are submitting their differences and their disputes to the Association, plainly indicates a growing realization of the moral obligations involved in all business transactions, and an increasing appreciation of the fact that membership in the Association calls for a strict adherence to its rules and regulations. This is reflected in the attitude of members toward our Code of Ethics. It is apparent that they are more and more willing to subordinate an immediate and temporary (even though a fancied) gain to the ultimate good and welfare of the industry. Coincident with this development, which reflects direct progress in one of the principal functions of an association, exceptions, namely, instances where members are inclined to disregard our rules and regulations, stand out more prominently and become increasingly noticeable.

RE-ELECTED SECRETARY V. W. KRAFFT, ST. LOUIS, MO., WHOSE PRODIGIOUS, LOYAL AND UNTIRING EFFORTS ALL RECOGNIZE AND APPRECIATE

This convention marks the fifth anniversary of the Association—five years of constructive effort toward building up a strong and efficient organization—one which stands high among associations of a similar nature. A great deal has been accomplished and the foundation laid for future activities in the interest and development of the cooperage industry. With all elements affiliated, all members clearly recognizing the strength, aims and purposes of the Association and the obligation resting upon them to contribute to it their best efforts and loyal support, the continued progress and welfare of our industry are assured.

### TRAFFIC REPORT

The report of the Traffic Committee, of which Mack Morris is chairman, was then read. It was as follows:

The unsettled conditions with respect to transportation have had a tendency to confuse and further augment the difficulties of shippers in an endeavor to arrive at some tangible solution of their traffic problems, and has made more manifest the importance of the Traffic Department to the members of our Association in the protection of their interests and the industry in general.

Among the many activities engaged in during the past six months the following may be mentioned:

### Consolidated Classification Committee Docket No. 5

This Docket has reference to a proposed Amendment to the Consolidated Freight Classification, Rule No. 5, providing specification for tight barrels and which is designed to insure suitable cooperage. A hearing was held at Chicago, Ill., on January 17, 1921, attended by your secretary, and in accordance with understanding reached with the Consolidated Classification Committee there was recently submitted to them a proposed specification for oil barrels (whole) which embodies our recommendations as arrived at through a special committee, and which is designed to insure adequate and suitable cooperage for the transportation of oils, as well as being in the interest of uniform standards of quality. The early re-docketing of this subject is anticipated.

### Rates via Thebes Gateway

A conference was called by Mr. Eugene Morris, chairman, Central Freight Association, at Chicago, Ill., January 15th, 1921, relative to equalization of rates via the Thebes, Illinois, Gateway on lumber and related articles, from points in the Southwest to points east of the Mississippi River, etc., to which joint through rates are in effect via East St. Louis, Ill. The Association was represented by Mr. C. G. Hirt.

As a result of the conference Mr. W. V. Hardie, Director of Traffic, Interstate Commerce Commission, announced that with respect to the territory, to which joint rates on lumber and related articles were in effect August 25, 1920, based on combination of separately established locals up to and beyond Thebes, Ill., the interested Southwestern and C. F. A. carriers will give consideration to applying via Thebes, Ill., rates not in excess of those currently applicable via East St. Louis, Illinois.

The general subject of through rates vs. combination rates, as effected by General Order No. 28 and Ex Parte Case No 74, is herewith involved. In the absence of the provisions of Supplement 3 to W. J. Kelly's Tariff No. 228, I. C. C., U. S. 1, it is understood that as expeditiously as possible through rates, wherever desirable, will be established, and while the provisions of the aforementioned tariff was intended to expire on June 1, 1921, we understand a Supplement will be issued extending its application until January 1, 1922, so far as lumber and forest products is concerned.

### I. C. C. Docket No. 11818

Involves the assessment of a penalty charge of $10.00 on shipments of lumber and forest products, taking lumber rates, held for reconsignment beyond the 48-hour free time limit. This matter is now covered by a formal complaint before the Interstate Commerce Commission, in which we have intervened in behalf of shippers of cooperage stock. The case has been assigned for hearing on June 13th at Chicago, Ill., at which time your Association will be duly represented by secretary and attorney.

### Western Trunk Line Docket No. 6

The Western Trunk Line Committee on February 16th redocketed Docket Advice No. 6, involving rates on cooperage, carload, between all points in Western Trunk Line territory, and which contemplates the cancellation of existing Class D ratings. A hearing of the Docket was held at Chicago, Ill., on April 19th and attended by your secretary in the interest of maintaining the existing basis of rates. It is hoped that as a result of the representations made to the Standard Rate Committee they will definitely disapprove the Docket.

It might be well to state, in this connection, that a hearing on this same Docket was held during June of last year, and the proposal disapproved by the General Traffic Committee.

### Rates on Cooperage—Southwestern Territory

Negotiations are under way with the carriers towards arranging a reasonable scale of rates applicable on cooperage in Southwestern Territory in lieu of existing class rates. A proposed schedule has now been submitted and it is hoped that a reasonable scale of rates will be inaugurated that will permit of a free movement of cooperage throughout that territory.

The general readjustment in Class and Commodity Rates being made throughout that territory under the decision of the Commission in the Memphis-Southwestern Case, offers an opportunity for the establishment of a schedule on cooperage.

### I. & S. Docket 1303

The Interstate Commerce Commission on February 26, 1921, suspended to June 28th, under I. & S. Docket 1303, tariffs containing rates to, from and between points south of the Ohio River, including Mississippi Valley territory, filed by various tariff publishing agents, etc., in alleged conformity with orders of the Commission in Docket No. 9702—Memphis-Southwestern Case and No. 9190—Murfreesboro Case.

This case, so far as it affects lumber and forest products, was assigned for hearing by the Interstate Commerce Commission at St. Louis, Mo., April 26th, at which your Association was represented.

### Miscellaneous Dockets

Other Dockets involving rates on cooperage material, etc., in different sections, have engaged our attention, and we have informally handled such matter with the Tariff or Rate Committees—for instance: Lumber rates from the Southwest, which has reference to securing adjustment of rates to common market, to conform with announced reduction in rates from North Pacific Coast.

In addition to protecting the industry in traffic matters before mentioned, your Traffic Department is affording valuable assistance to its members in connection with their traffic difficulties, which have been accentuated by uncertainties arising out of the increases authorized in Ex Parte 74, in fact we are endeavoring to make the Traffic Department of the greatest possible assistance to the members, and in this respect you are urged to avail yourselves of its facilities, with the assurance that any matters brought to our attention will be given prompt consideration.

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Immediately following Secretary Krafft's and the Traffic Report the membership assembled was treated to one of the finest addresses that has been presented before the body in some time, namely, the address by Mr. A. B. Struthers, of the Struthers-Ziegler Cooperage Co., Detroit, Mich., which address was on that vastly important theme

### QUALITY

#### By A. B. Struthers

The quality of a product is its character. The character of the manufacturer, as such, is estimated from the quality he puts into his goods. The character and success of an entire industry depends upon the attitude of the individual toward quality.

The individual may justly be called to account by the industry at large for the quality of his product. In any given industry there is a community of interests, to which each individual is morally bound to conform and to protect. He who habitually produces material of inferior quality is an outlaw to the industry and has no just claim upon that industry for protection. The quality of any commodity is measured by standards fixed by the trade and must be determined by the requirements of use for which it is intended.

#### Barrel a Container of Singular Form and Beauty

In the manufacture of barrel material—staves, heading and hoops, the standard of quality must satisfy the requirements of the barrel. The barrel is a container of singular form and beauty. It is a variation from the cylinder, and approaches to the sphere in shape. The

A. B. STRUTHERS, OF THE STRUTHERS-ZIEGLER COOPERAGE CO., DETROIT, MICH., WHOSE EXCELLENT PAPER ON "QUALITY" COMMANDED THE UNDIVIDED ATTENTION AND PRAISE OF ALL

barrel is of double arched construction: one arch gives it its cylindrical shape and the other arch its bilge. Scientifically, the arch must resolve vertical pressure into horizontal or diagonal thrust.

The specifications for the parts of a barrel are determined scientifically with a view to its utility as a container for various commodities. When a man would build a barrel or undertake to supply the parts which are to be assembled into this perfect container, he would do well to first become apprentice to the master builder of barrels.

Serious, constant, intelligent, efficient effort is required to manufacture staves cut on a given circle, dried so that they will retain that circle, and joint them so that a given number of pieces will fit together into a perfect arch of a given diameter.

The same intelligent work is required to produce heading that will be thoroughly dry and true to circle and dimension; and hoops that will safely bind together the whole into a serviceable container.

The barrel has also become the standard of certain measures and weights fixed by State and Federal laws. The cooperage industry can not afford to have it said, or even intimated, that material can not be supplied at all times for the building of barrels of exact given capacity. All substitute containers are furnished to exact specifications.

### Standard Grade Rules Designed to Keep the Barrel Superior to All Other Containers

The standard grade rules have not been designed to give either the consumer or producer advantage over the other, but these standards have been set with the sole intention of producing a container that shall be superior to all others—the barrel.

It is to be deplored that there have been evidences that the manufacturers of cooperage stock, and the barrel makers, have, on occasions, played at cross purposes with each other. Their interests are identical. The grading and specifications of barrel material should be the earnest endeavor and united effort of all concerned to produce a perfect container at the minimum cost, with due regard for economy in the use of raw material.

### Full Co-operation of Entire Trade Necessary for Life of the Cooperage Industry

It matters not whether the market be subject to the domination of the producer or that of the consumer, unless they work together to the end that each may serve in the production of a perfect container.

This oft repeated thought—that all factors should work together to preserve the character of the barrel—is not injected here merely because it is high sounding. It is the most important and vital consideration to which attention may be directed. The most effective movement for trade extension is to supply the trade with a barrel that at all times meets the requirements.

In the fall of 1920, we entered into a new order of business, and there are the best of reasons to believe that this new order will continue for several years in the future. It is important that we promptly catch step and keep time with the march of progress.

### Business Cycles and Their Ever Re-occurrence

History leaves no doubt that business moves in cycles of one or more decades each, alternating between periods of speculation, profiteering and price inflation on the one hand, and liquidation, deflation and return to sanity on the other.

During the periods of speculation and inflation, the seller has, in the long run, dominated the market, and prices have continued to advance; while during periods of deflation, which inevitably follow, all owners of commodities and producers are compelled to liquidate. Then the buyer dominates the market and is in a position to demand material of satisfactory quality at reasonable prices.

In 1901, and for twenty years up to the present—1921, there has been a tendency toward inflation, speculation and ever increasing prices of all commodities. While there were short periods of fluctuation, the "spread" of the market over the past twenty years has favored advancing prices and shrinking in the purchasing power of the dollar, due to expansion of credits.

### Contrasting the Buyer's" and Seller's" Market

For the greater part of time through these last two decades, the seller has dominated the market, a decided contrast to that period which ended in 1901 when slack staves sold as low as $2.00 per M for No. 2 and $5.00 for No. 1's; heading at 3c. per set and 6-foot hoops were sold at $5.00.

When the "break" has been in favor of the seller, and in short seasons when prices dropped, the careless producer could safely say to the buyer—"the time will soon come when we will get you again, and you will pay our price and take our product as it is." An era of ever increasing speculation, inflation of credits and prices, with cheapening dollars, brings a cheapening of quality and reckless independence on the part of careless producers.

We have now entered a new era of liquidation, deflation and bigger dollars. This in turn shall continue for a term of years through a period when the buyer shall dominate the market and in spite of temporary fluctuations, the buyer may say to the producer—"Wait! We will get you!" And through the years of liquidation to come, the "break" shall favor the buyer.

### Facing Facts

The Cooperage Industry should not be deceived. We should not hide from the truth; we must face the facts. There can not be any permanent advances in prices, or periods of big profits, until every industry in America has liquidated and absorbed great losses in commodity values.

After liquidation has been completed, then the producers and consumers in all industries shall gather around the dollar, which is rapidly increasing in power, and determine its true value. Not until true value of the dollar has been determined and recognized will confidence return to business.

### A Superior Quality Wooden Barrel Would Survive All Competition

In the meantime, the producer must endure the refining fire. He only can survive who produces quality goods at minimum cost. The producer who is careless of his quality will fail. That industry producing an article which must meet the competition of substitutes can survive only because of the superior quality of its product.

While business must experience the cycles of inflation and deflation, it is most vital that the highest standard of quality be maintained, and economy in production be sacredly regarded at all times, and then the producer and users of the barrel can work together for the advancement of the industry.

### A Merry-Go-Round That Gets One Nowheres

There is something false about the progress we think we are making in the world of inflation, and speculation and reckless production. The colored woman expressed it when gazing at a merry-go-round. She remarked, "I won't spend my money on that thing. I done seen Rastus spend a dollar and he got off the same place he started from. I says to Rastus, your done spent a dollar to ride and now where you been?" After the merry-go-round of mad business of recent years, wherein we juggled gayly with cheap dollars, we are awaking from our dream and may well question where we have been. A colored preacher came across a portion of his flock engaged in pursuing the goddess of chance. "Don' yo' all know it's wrong to shoot craps?" "Yas, pahson," admitted one parishioner sadly, "an' b'lieve me, Ah's payin' fo' mah sins."

### Business Folly Takes Big Toll

We can not avoid paying for folly in business. All industry has recently been brought to its senses. In the hour of disillusionment we are made sober.

Let us at this time give thoughtful consideration to two reasons why we should guard sacredly the quality of our production. The first is because it is right and decent, and satisfying to the soul to deliver that for which we receive payment. The second is, that under the present order of business none can hope to survive except he give his best.

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The question of "Costs" was ably handled in a splendid paper by E. A. Powell, of the Powell Cooperage Co., Memphis, Tenn., which paper, upon conclusion of its reading, opened up a wide range of discussion.

## E. A. POWELL SPEAKS ON COSTS

Usually our attention is centered upon costs during a period of business depression, and this becomes more intense as selling prices decline to a point where they reach cost or go below it, our interest increasing in the same proportion as the selling price declines. So while none of us enjoy it particularly we reap a benefit from a period of adversity. We realize the benefits gained from a period of business poverty, and while none of us willingly undergo such an experience there is no denying that this direction of our attention to our costs is of value to us.

Ordinarily a discussion of costs comprehends an array of figures and statistics. I have not gathered such material for various reasons. This industry has had submitted to it many times, cost charts and systems that are effective, and if they have been generally adopted any manufacturer can, from them, determine to a reasonable degree the cost of his product. At this time in our industry the business equation usually a positive one and stated as "Cost plus profit equals selling price," has changed and become negative, and we now state it correctly as "Cost minus selling price equals loss."

E. A. POWELL, OF THE POWELL COOPERAGE CO., MEMPHIS, TENN., WHOSE ABLE AND COMPREHENSIVE PAPER ON "COSTS" WAS ONE OF THE FEATURES OF THE SIXTH ANNUAL

### Labor and Capital Dependent Upon Each Other

Labor, of course, is the most important item of cost in our product and must be given careful and thorough consideration. Here and there agreements have been made and are being put into effect between employer and employers which aim at reducing cost, but it is a fact that with business practically at a standstill and with enormous numbers of idle men throughout the country there is still a disposition on the part of labor to ask for shortened hours and, if not for higher pay, for conditions that make for less production and increase the cost of the finished product. It seems a very simple matter to reduce wages to a point in keeping with the selling price of our product, and the individual does hire labor as cheaply as possible, but there is a point beyond which an industry or business as a whole may not act in the reducing of labor prices with safety, for we have grown into a period in which labor and capital are so dependent upon each other, and in which the general prosperity of the country is so susceptible to untoward influences, that concerted action to decrease the purchasing power of labor or any other class is bound to react adversely upon business as a whole. We have evidence of this in the loss of the farmers' purchasing power at this time, and the business reports that come from the farming sections show how much we miss the farmer as a purchaser, and how badly he is needed as such at this time. We must in our efforts to reduce our costs bear in mind that our industrial fabric is highly complicated and we must act with a broad vision that looks farther than the immediate selfish need.

### What Statistics Show

From data furnished in the February number of the labor market bulletin issued by the Bureau of Statistics of the New York State Industrial Commission, the following details are of interest in connection with a report covering 1,648 firms employing approximately a half million people. This report shows that in June, 1914, these concerns paid an average wage scale of $12.70 per week, and in December, 1920, the average scale was $28.35 per week. This was reduced in February, 1921 (which are the latest figures available) to $26.77 per week.

These figures show how slowly the cost of labor is being reduced as compared with the decline in the market prices of commodities and they indicate the hesitancy of business men as a whole to ask labor, which as a rule spends as it goes and has no reserve to draw upon, to keep step with the decline in commodity values.

A very thorough and comprehensive report by Anderson, Clayton & Company shows that the average percentage increase in the cost of producing the 1921 cotton crop as compared with the crops of 1913 and 1914 is about 72 per cent. As many of you are familiar with conditions in the cotton-producing sections, you know that the present crop is being produced as cheaply as it can possibly be produced under today's conditions, for the reason that the cotton producers are being forced to get along on the least possible amount of money.

If our product is costing us today the same increase in cost over pre-war figures as other commodities, of which cotton is a good example, then we are selling our materials at a substantial loss. Not a paper loss which comprehends timber bought at last year's prices, but an actual loss based on today's cost, and this of course is a condition that cannot exist for any great length of time without embarrassment to some of us, and the problem it seems to me is not so much to find out the cost per thousand to manufacture staves or the cost per set to make heading, but how are we as an industry to rid ourselves of the waste of war activities, and what plan will most effectively bring us back to a normal cost basis while still allowing us to observe the common rules of decency and humanity toward our labor.



### Must Forget Abnormal War-Time Profits

Naturally, to keep our costs where they should be, we must have production and we must move our material, for storage and handling are expensive. So then we must either find some new way to impress the buyer with the fact that cooperage stock is selling more cheaply than it should and get him to buy as he normally would, or we must give more attention and better support to the methods we are now employing for trade extension. We must convince the employee that he must do a fair day's work for a fair wage and that he must produce to the reasonable limit of his ability and that his position depends upon the quality of the material that he turns out as well as the quantity. We must convince the consumer that we are using every means we have to bring our costs down to a reasonable basis and that we will offer our material at prices that make it safe to purchase and that mean only a proper return on the capital invested. We must increase the normal demand for our material by manufacturing it properly, by rendering efficient service, by observing proper business methods and by encouraging the use of our product by every legitimate business means. And we must forget the extraordinary profits made during war times and content ourselves with a normal rate to which we were accustomed before the war period.

### Ideal Business Conditions Would Have No Cost Problems

Under ideal conditions there will be no cost problems, for then selling prices will ordinarily adjust themselves to equal costs and a fair profit, but such a condition, needless to say, does not now exist, and in the meantime it is our problem to find a common sense solution of our present day difficulties, which after all are not insurmountable, and if the worst comes to worst there is always Professor Einstein who can no doubt tell us how we may make a profit while we are selling at less than cost

### Cost System Is Made for Service, says E. J. Kahn

It was the expressed opinion of E. J. Kahn, of the National Cooperage & Woodenware Co., Peoria, Ill., that "this matter of costs should be given the most serious consideration by the entire industry. The association had this matter in hand a long time ago, and certain charts were made up to be followed in 'Cost Finding.' They cover every operation in the production of both slack and tight material. I cannot criticize the man whose good business judgment dictates that he dispose of material at less than cost, but that does not excuse any of us for not knowing what our material costs us and knowing it accurately. A cost system is made for service. It is one of the foremost things in our operations. The man who will make use of the association forms will find them an 'eye opener.' Every man should get some of these forms and fill them out and watch them closely."

### Coopers Must Have Proper Material to Make Good Barrels, Say: Henry Wrape

On the quality question, Henry Wrape, of the Henry Wrape Co., St. Louis, Mo., said:

"It is essential for the cooper to have the proper material to make good barrels. We must saw with the grain; it is impossible to cut a stave with the grain unless the log is properly made, and also changed. I don't think there is a man in the business that pays particular attention to the cutting of staves. If they will cut their staves with the grain from good material, we will get good stock."

### C. L. Harrison Has Always Been a "Quality" Advocate

C. L. Harrison, of the Hiimmelberger-Harrison Lumber Co., the "Bone Dry" heading manufacturers, of Cape Girardeau, Mo., who, as the entire cooperage industry knows, has always been an unwavering advocate of "Quality" since the very first entrance of his firm into the slack cooperage stock manufacturing field, entered the discussion at this point, saying:

"I am going to continue to preach quality. It is not only a satisfaction to sell quality material, but it is the right thing to do. It does not cost any more to make a good article. Careless supervision is too prevalent. Almost every other business has strict standards, and they conduct tests in order that they may eliminate defects, and build their material up to a standard. It is up to us to maintain the highest quality in our product."

### C. C. Berry Speaks of the Barrel Man and His Troubles

Speaking first of the barrel man's trouble with the buyers of cooperage, who, he said, if the day does not happen to start well with them will try to adjust things by finding fault with barrel shipments, Mr. Berry moved on to the stock man whom he addressed by saying:

"It is no fun to reject a car of staves; we all hate to do it, and it certainly is no fun to try to make a good barrel out of a poor lot of material. If the manufacturers will give enough care to turning out the right kind of material, there will be less need for arbitration, less need for official inspection, and certainly there will be less need for complaints from barrel users.

### Coopers' Worst Enemy Is a Poor Barrel, Says Carl F. Meyer

Terse, and hitting the nail right on the head, as always, Carl F. Meyer said:

"The ultimate result of the coopers' efforts is the package the consumer finally gets, and we must strive to give the consumer what he wants, and in order to do that the cooper must have the proper material, and the stave and heading men haveg ot to furnish it. We have talked about substitutes for years and years. Our worst enemy is the poor barrel; it is not the steel barrel nor the paper container."

C. L. HARRISON, OF THE HIMMELBERGER-HARRISON LUMBER CO., CAPE GIRARDEAU, MO., ONE OF THE STRONGEST ADVOCATES AND WORKERS FOR "QUALITY" AND "TRADE EXPANSION" THAT THE COOPERAGE INDUSTRY HAS

### Poor Stock and Poor Barrels an Economic Waste, Says Secretary Krafft

As a final drive on the subject of "Quality," Secretary Krafft said:

"In connection with this subject of quality there has been a development through our inspection service that has prompted me to think of the economic waste due to the shipping of poor material and the manufacture of poor barrels. The aggregate of allowances made and losses sustained from the shipment of absolutely worthless stock, and the manufacture of barrels that are rejected and turned back constitute a tremendous sum of money. Each inspection we have made, with few exceptions, has resulted in a loss of labor, timber and transportation charges, to say nothing of the principal item, namely the adverse effect it has on the standing of the barrel as a container. Whenever you put a stave or a head or a hoop in a car, that does not conform to grade, you are simply throwing something away. Possibly it cannot be entirely avoided; nevertheless if you were to figure, each one of you, the amount of allowances you have made, and the losses you have sustained in a year's time, I think you will find it a very big item. There is not a more important subject that can be discussed than quality."

It was the consensus of opinion that stock manufacturer and cooper should exercise extreme care in turning out a product that bears the stamp of quality; that all must pay more attention to their production as individuals, and work shoulder to shoulder as an association of men who had the welfare of the industry at heart, and whose main desire is to furnish the consumer with what is necessary to safely carry his commodity, whether it be acid, oil, chemical or whatever product the container is required for.

Following Secretary Krafft's remarks the session was adjourned for lunch.

## AFTERNOON SESSION

Upon re-assembling at 1.30 P. M. the subject of trade extension was taken up. C. C. Berry, of the Cleveland Cooperage Co., Cleveland, Ohio, being the first to speak on this important subject. Mr. Berry said:

"The cooperage people do not know very much about trade extension. The past four or five years we haven't had to do much work along these lines. Before the war and before the days of feverish prices and twenty-four hour production, we started to give some thought to better quality; new fields of consumption and advertising. As you all remember, the war is the only thing that saved this country from a period of business stagnation. It eliminated from our minds for the time being any idea of pushing our product, securing new users, or anything of that sort.

"During this time substitute containers, I know in the tight field and I imagine in the slack field, have made considerable progress. They are getting more business than they ever did before, and they are fighting to get still more.

"I believe the trade extension proper is divided into three main problems. The first problem is to regain lost ground. The second problem is to maintain our present trade, and the third problem is to push into new fields and secure new trade.

"The first two of the three problems I think are well taken care of if we approve quality. The poor barrel itself has driven away more trade than the substitute container can be held responsible for. If we want to hold our present trade and take steps to regain the trade we have lost, the only thing that will do it is better quality.

"The third problem is more complicated and may require the expenditure of real money. I believe that most of the progressive trade associations today and most of the large industrials are spending a lot of money for real trade extension. They maintain laboratories for experiments and tests for improving the quality of their product. They maintain certain officials whose duty it is to investigate new fields that can use their product. The coopers have always been asleep on things of that sort. We do not seem to want to spend a dollar in the way of future investments. We have been extremely backward in pushing into new fields, and it is now essential that we make every effort to produce the best barrel possible, to retain our present trade and get a foothold in new fields."

### George Wilson Does Real Trade Extension Work

As an indication and proof of what can be done by individual effort in opening up new trade fields for the wooden barrel, the remarks of George Wilson, of Wylie & Wilson, Inc., the well and widely known slack cooperage stock manufacturers of Saginaw, Mich., were decidedly encouraging and should prove a big and strong incentive for all cooperage and cooperage stock manufacturers to do likewise. Mr. Wilson told how through a little investigation and personal work he had succeeded in introducing the barrel into two or three lines, one of which resulted in an initial order for 5,000 barrel, and as the barrel met the needs of the buyer satisfactorily he looked forward to a big volume of business in that line. Undoubtedly this business would have gone to a competitive container had not Mr. Wilson done some real trade extension work in the interest of the wooden barrel.

### Resolutions

On motion of E. J. Kahn, the resolution was manimously adopted that Secretary Krafft draft resolutions of respect and condolence and send copies to the families of those members who had passed away since the last meeting as follows: F. E. Leatherman, Gould, Ark.; W. F. Stowers, Jacksonville, Fla.; J. J. Taylor, Jacksonville, Fla and M. Taaffe, Chicago, Ill.

Also a resolution of thanks to the committee of St. Louis members, to the committee on entertainment and the secretary, for their very efficient work in conducting the convention from both a business and a social standpoint.

A resolution of thanks to the Executive Committee for their efforts in behalf of the association during the past year.

A resolution instructing the Secretary and Manager to write a letter of thanks to the St. Louis Police Department for providing an escort for the 95 machines that conveyed the members to Riverview Club.

A standing vote of thanks was tendered to Henry Krallman, of the Pioneer Cooperage Co., St. Louis, for his successful handling of the transportation for the pleasure of the visiting members and their families.

As the resolutions were the last order of business before the general session, Mr. Meyer brought the Sixth Annual Convention to a close by calling up the new President, Mr. Voll, who, responding, expressed his thanks for his election to the presidency.

## SLACK GROUP SESSION
### Coopers and Stock Men in Joint Session

On May 4th the slack cooperage and cooperage stock manufactrers came together in joint session at 10.30 A. M. with O. T. Stendle presiding. The matter of trade extension was the first matter taken up by the slack group.

In explaining the subject C. L. Harrison, Cape Girardeau, told how the matter of advertising and possibilities of trade extension work was discussed last year at the convention. Now it is proposed to reach the big consumers of the barrel through advertising in periodicals covering the milling trade, fruit industry, etc., where there is competition with substitute containers to be met. Another phase of the campaign is to employ a field man to talk directly to the consumer. His duty will be to attend conventions of big barrel users, keep in touch with packers, growers and other users of the barrel, and get all information covering prospective fields. "Trade extension should be considered an insurance, not as spending money foolishly, but as a safeguard to our industry," said Mr. Harrison.

Murray Springer, Chicago, said that no industry or concern can get its money back and a profit, if money is spent only in advertising space. It must be backed up with a man who can study conditions and demonstrate the barrel as the best package. He told how women's clubs make up their program for the following year and these clubs represent the greatest united movement and greatest united buying power in the world. A plan to have the women power support the use of the barrel must be adopted.

Following Mr. Springer, Secretary Krafft told of the excellent results obtained from the advertising last year, how requests from women's clubs, etc., had been received for the booklet issued by the association in the interest of the barrel as a clean container. He said the apple people, the vegetable people, fruit growers, millers and the chemical industry offer big markets for both tight and slack cooperage. The apple people must get a smaller package to market their high-priced apples in competition with the Western boxed apple, and unless the cooperage people give them something practical they must get another container. Definite and prompt action must be taken. Unless the members of the slack cooperage industry act quickly they will regret their present inactivity.

### Co-operation With Growers Will Save Apple Trade for the Wooden Barrels, According to Samuel Adams

Samuel Adams, editor of *The American Fruit Grower*, gave a note of warning to the slack cooperage people, especially to those catering to the apple trade. He said something like 75 per cent. of the commercial apple crop of the country is packed in barrels and unless the cooperage industry does something to remedy existing

conditions in five years less than 25 per cent. of the apples of the country will be packed in barrels. He told of the need of ventilation in packing apples. He said apples packed in barrels suffered from lack of ventilation. The bushel basket came and it is now recognized as the package for summer apples instead of barrels. He told how the box people were trying to capture the entire apple trade. Mr. Adams said:

**Apples Need Ventilation**

"The matter of ventilation is a serious one in packing apples. Government investigations show that apples packed in barrels suffer from lack of ventilation. In the beginning of the apple season we have the summer apple. A few years ago practically all of the summer apples were packed in barrels. In shipping summer apples we need ventilation, which the barrel does not provide. The result was the bushel basket came along and throughout the country the bushel basket is recognized as the package for summer apples instead of barrels. The cooperage industry must solve this problem, otherwise the growers are going to use the box and the basket and other packages.

**Need Smaller Container**

"There is a movement afoot to extend the consumption of apples to the country districts. At one time practically every farmer had an orchard, but now that fruit growing is a commercialized industry the farmer is not raising enough fruit for his own needs.

"We have worked out a plan whereby carloads of apples and other fruit will be shipped to the country districts, and the fruit will be distributed through the farm bureaus to the farmers. This will undoubtedly take care of millions of bushels of fruit. It will be a simple matter for the farmer to load several bushel baskets or boxes of fruit in his car, but it is a rather difficult matter to handle a barrel of apples in an auto.

"The cooperage industry, it seems to me, has got to consider the fact that there is a demand for a smaller container that can easily be handled in an automobile.

**Barrel Could Be Known as a Package for Good Fruit**

"Another thought is this: Today the apple barrel is known as a package for low grade or cull apples. If people want good apples, they don't buy them by the barrel as a usual thing; they buy them in the basket or the box.

"It seems to me that the cooperage industry could unite with the fruit growers so that the barrel will be known as a Good package for Good fruit, instead of a package for cull or low grade apples.

"There are many things that the association can do if it has the support of its members, but if the industry continues to do as it has done during the past five years, I sincerely believe that within a few years less than 25 per cent. of the apples will be packed in barrels, instead of the 75 per cent. as today. I realize that the barrel has a proper place in the fruit industry and that it can serve a good purpose, but it is losing out and rapidly at the present time."

**Get Busy or Quit Trade, Says F. S. Charlot**

F. S. Charlot, of the Ozark Cooperage and Lumber Co., St. Louis, Mo., practically told the members assembled that they would have to take the padlock off their pockets and get busy on trade extension or quit the trade, when he said:

"As I see the trade extension proposition we have either to extend the consumption of our commodity or some of us have got to quit. We have too large a production for the present consumption. It is a fact and not a theory and it is up to us to get a portion of our lost business back or a considerable portion of us find some other field of activity. I do not know of any better method than our trade extension campaign to solve this all-important problem. Where the life of the industry that is followed by so many of us is actually at stake, we can well afford to spend a few dollars in this campaign. If we continue on the present restricted consumption of cooperage; if we permit those fields that are lost to us to stay lost, forty or fifty per cent. of those engaged in the slack cooperage industry will have to get out."

Then followed considerable discussion relative to the necessity for cooperage interests to take prompt action in retaining present line of trade and regaining lines that had substituted other containers for the barrel.

It was decided on a motion by C. L. Harrison that a committee of five or seven be appointed to make a comprehensive investigation of trade conditions, the general attitude of shippers towards the barrel, what is required in the barrel as a container, and this committee to include in its report to be submitted at the November meeting in Atlantic City it findings as to the necessity for the employment of a competent man to carry on the field work as a part of the trade extension program.

There was also adopted at this group session an important amendment to the inspection rules relating to the right of rejection on account of lower or inferior grades of slack cooperage stock as determined by an official inspection.

After the joint meeting, the Slack Stave, Heading and Hoop Group elected E. A. Powell vice-president and A. B. Struther member of the Executive Committee.

## SLACK COOPERS' GROUP

The meeting was called to order at 12.30 P. M., the first action taken in the business scheduled being the election of Burleigh E. Jacobs, of the K. W. Jacobs Cooperage Co., Milwaukee, Wis., as Group Chairman. The subject for discussion was "Organization and Trade Practices," and opening the discussion Chairman Jacobs said: "This is the first time I have seen so many members together at one time. Two years ago there were six of us at the meeting—five from St. Louis and

NATIONAL CHAIRMAN WM. E. COOPER, ENTERPRISE COOPERAGE, PHILADELPHIA, WHO REPORTED THE SPLENDID PROGRESS MADE BY THE SECOND-HAND BARREL GROUP

myself. Now that we are here all together let us realize that it is necessary for each individual to do a little missionary work, and that it is up to every man who uses cooperage stock to work for this Group and make it something. I hope we will be able to meet two or three times a year at a location where we can all get together and express ourselves.

"I believe," said Mr. Schaperkotter; "If we were well organized we could do something in the way of getting rates on slack barrels down where they should be. We ought to organize and see all those who are willing to attend meetings."

It was the expressed belief of Mr. B. C. Wallis, that too much was left to Secretary Krafft. We ought to work it out ourselves," said Mr. Wallis.

Mr. Jacobs said: "Organization shows what can be done. At hearing of Docket No. 6 in Chicago we had about 25 representatives from all over the country. The committee knew we were alive—but if only two or three had attended. Class D rates would not have remained on shipments of slack and tight cooperage, and unless something radically interferes with the committee I can almost safely say that it is going to remain as it is."

A committee, consisting of Messrs. T. A. Walsh, Ed. Schaperkotter and Daniel Burkhartsmeier, was appointed for the purpose of assisting in organization work in this Group and of submitting suggestions for the betterment of the slack Cooperage branch of the Industry.

Chairman Jacobs then brought up the matter of Trade extension work saying, "In the past some of us have felt that we were on the outside and have held back, but conditions have changed; business is poor; it is time to go out after business, and the only way to get it is to advertise, or send a sales representative, or a man who represents the organization of coopers."

A. O. Theobald made a motion that the Group elect three, five or seven men to meet every 30 days and discuss problems. Then have a Group meeting every three months. "Let the directors," said Mr. Theobald, "work in conjunction with the chairman. If a problem comes up which is beyond the province of the directors and it needs the voice of the entire Group, it can be brought up at the Group meeting."

Kenneth Jacobs advised that they solved their labor problem in Milwaukee by co-operating with each other, and then seconded Mr. Theobald's motion that directors be appointed and frequent meetings held. Mr Wallis felt that four meetings a year would be sufficient.

Chairman Jacobs thought it would be a good idea to follow out Mr. Theobald's idea of five regional directors and have each regional director drum up membership in his section, saying, "this would help materially." The suggestion was made that every man ought to be a committeeman and each individual ought to get members. Chairman Jacobs said that he would see that every member received a list of the slack barrel manufacturers who are in the Association; and further that he was going to ask every man to write to the non-members in his neighborhood and ask them to the Group meeting.

Motion was made and seconded to adjourn until 3.00 P. M.

After the meeting reconvened and after considerable discussion it was decided that the chairman appoint five directors to represent different sections, each director to enlist the support of slack coopers, members and non-members, in his respective territory, in the Association work as well as in attendance at the meetings of the Slack Coopers' Group.

It was also decided that meetings be held quarterly, two of which were to be held during association conventions, the place and date of the other meetings to be decided upon by the regional directors.

After additional discussion relative to participation in support of Trade Extension work, it was decided to defer definite action for the time being.

The Group went on record as being heartily in accord with the revision of Inspection Rules, pertaining to the right of rejection, as adopted at the Joint Meeting of the Slack Cooperage Stock and Slack Coopers' Groups.

There was some discussion as to the rate situation applicable on slack cooperage which, it was felt, should be handled through the organization.

It was decided that the next meeting of the Group be held in July, the place and date to be selected by the Regional Directors in conjunction with the chairman.

Meeting adjourned 4.00 P. M.

## TIGHT STOCK GROUP
### Tight Coopers and Stock Men in Joint Session

C. C. Berry, presiding, called the joint meeting of the tight stave and heading and the tight coopers' group to order at 2 P. M. Wednesday, May 4th, Mr. Henry Wrape being the first speaker on the subject of trade extension. He said:

"Gentlemen, this is a meeting of great importance on account of the peculiar conditions existing today. Among the tight cooperage stock and tight cooperage manufacturers there is a decided opinion in favor of a trade extension program, and as we are face to face with a situation that demands action, it is desirable that we work up a practical trade extension program. I do not believe there is a cooper in this room who has not experienced the competition of substitute containers It is all well enough to say 'the barrel is going to be used, it is the king of all containers,' but we are blinding ourselves to the true situation. You know what your competition is, and that it is real, and you know that steel barrels and other forms of containers in competition with wooden barrels are in more general use today than ever before."

**Get Barrel Information Into Hands of Barrel Users**

Secretary Krafft, speaking on the necessity for a certain amount of educational work among users of cooperage, said that in many cases substitutes have been used because of certain misconceptions as to the value of the wooden barrel. Secretary Krafft also urged that all users of cooperage should be furnished authoritative information as to the proper handling of the barrel. Touching upon the services of a field man, Secretary Krafft said:

"The field man would attend conventions of the oil people, the chemical people and so on, and place before them the merits of the wooden barrel as a container. To the extent that we co-operate with these industries, rendering service and furnishing a quality container we will profit accordingly. This field man would investigate conditions as to why competitive containers have gained a foothold and where, what might be done toward rehabilitating the barrel in certain lines. In many instances complaints are made on account of leakages, etc. The barrel itself may be responsible because of defective workmanship, poor material, etc. but then again it may be because the user has not handled the barrel properly, lined it properly, filled it properly. There are hundreds of ways in which a capable field man could do good work in the interests of tight cooperage. In other words such a man would form a connecting link between the maker and the user of tight cooperage in the interests of quality, and the ultimate result would be that the man who makes poor cooperage will fall by the wayside."

**Booklet of Information**

"The committee realizes that something must be done and should be done now to eliminate the inroads of competition," said E. J. Kahn. "The idea of a booklet of information is to index every commodity that goes in a container—oil, chemicals, etc. It would give information as to the proper container for a certain commodity. Many users are not using the proper container for their product and the reputation of the wooden barrel is suffering therefor. The issuance of this book will be more of a help than he can now realize. Then of course comes the proper manufacture of the barrel. The trade mark is a big asset. If a man does not make a barrel properly he will lose ont."

The need for a campaign along the lines outlined was recognized and it was voted to make the informal committee as appointed a permanent one to further consider the subject of trade extension and arrange a program that would best meet the needs of the industry.

**Revision of Inspection Rules**

A number of important changes in the Inspection Rules and Grade Rules and Specifications were unanimously adopted.

The Tight Stave and Heading group elected Ed. Hamilton, of the Wynn Stave Co., Ark., Vice-President, and W. K. Knox was re-elected a member of the Executive Committee.

## TIGHT COOPERS' GROUP

The Tight Coopers' group was called to order Thursday morning, May 5th, by C. C. Berry, trade extension being the first subject taken up and the plans outlined at the other group meetings were gone over and thoroughly discussed. The Tight Coopers endorsed the resolution of the joint session making permanent the Committee on Trade Extension. Speaking of the plans of the committee under consideration, E. J. Kahn said:

**Had Coopers Been on the Job Substitutes Would Not Be Handicapping Their Business Today, Says E. J. Kahn**

"Briefly, the plan is not one of advertising, but of trade extension. There is quite a difference between the two. The new plan is for barrels of better quality to hold the trade we now have, and then extend the use of barrels into new trades which are now using some other form of container." He stated that the proposed booklet was a very important part of the campaign. But in addition it was necessary that each manufacturer follow up his goods, study the needs of a prospective customer, find out what he needs and then furnish the barrel best adapted to the customer's needs, and then follow up the first carload and see that the customer handles it properly. "Some manufacturers are now doing this, but some do not and they hurt the entire industry. There is no intention at all of making this trade extension plan a substitute for individual effort, but it is to supplement and help individual effort, and to offset those delinquent manufacturers who are interested perhaps in just getting orders, and after the order is booked and the goods shipped they stop working." Mr. Kahn said that the coopers would not be handicapped today by substitute container competition if in the past they had been on the job and furnished good barrels and good service.

"The trade extension plan and the booklet particularly are aimed as correction measures to make up for years of neglect on the part of the cooperage trade and years of activity on the part of the manufacturers of substitute containers.

"Another feature of the plan is the possibility of hiring a man who knows barrels from A to Z, as a field agent. The man would spend part of his time visiting barrel plants and studying methods; he would attend the conventions and other meetings of the consuming trades; he would devote part of his time to investigating complaints, locate the trouble and handle the case according to its merits. If the shipper had bought the wrong kind of a barrel, or was using the right barrel improperly, he would be given proper instructions. He would be a barrel booster, a barrel engineer, and his services would be open to every consumer of barrels and every manufacturer of tight barrels in the country.

**Advocates Trade Mark**

Mr. Kahn also recommended the trade mark for tight barrels, the right to use the trade mark being granted to association members, guaranteeing the specifications are proper for the container intended, and that the quality is up to grade. The entire session was practically given over to a discussion of the trade extension campaign. No one doubted the necessity and advisability of such a campaign, and all felt that the proposed booklet would prove as beneficial to the cooper as to the user of barrels. On motion of Mr. Kahn, the tight coopers endorsed the resolution of the joint session, making permanent the committee on trade extension.

**Shippers More Interested in Carrying Quality of Their Package Than Price, says A. S. Johnston**

Speaking on the subject of quality barrels, A. S. Johnston, secretary of the Pioneer Cooperage Co., St. Louis, Mo., said:

"This subject of 'Quality' is one of great importance to the coopers and to stock manufacturers. I think it is the most important we have to consider as far as the future of our business is concerned. We have got to make every effort to get quality into our packages. We must get the right kind of material, and after we get the material we will have to see that the staves are properly jointed, and that the right kind of lining is used. In other words, we must give our customers something that is suitable for the purpose for which he wants the package. If we do not do this we will not be able to regain the ground we have lost in the past few years, and this is exclusive of trade extension and the development of new lines of trade. One thing that must be considered is the large element of human labor that enters into barrel manufacture at every stage from the tree to the finished package, and this human element is undoubtedly greater in the manufacture of the wooden barrels than in the manufacture of substitute containers. Labor has been more inefficient during the past three or four years than within the recollection of any of us. This has affected the price, and it has made it more difficult for us to compete with substitute containers from the standpoint of price alone, assuming equal quality. I think we should recognize that we have a natural handicap to overcome, and that it is more difficult for us to supply packages that are perfectly suited to any given use than it would be for any manufacturer of substitute containers to supply any package he might put out for the same use.

"We are back to competitive conditions and now the seller has to go to the buyer. The buyer will count the price. I do not believe that buyers generally of cooperage or of substitute containers are willing to sacrifice quality altogether for price, as they must have something suitable for their commodity. The man who gives consideration to the subject of quality and has at heart the welfare of the tight cooperage industry should endeavor at all times to furnish a package that is suitable for the purpose for which it is intended. If we will all do that and give more thought to the subject of quality, it will mean a great deal in regaining the trade we have lost, in holding the trade we have, and in opening up new trades."

The subject of quality elicited much discussion from different members of the group. It was stated that prohibition had the effect of closing many cooper shops; in fact, it seemed that there was an "overcrowding" in tight cooperage plants, and that one out of every three barrel shops is going to be forced out of business, especially if energy is not displayed in placing the barrel in new lines and backing it up with quality and service. The container that makes the most aggressive attack on the new industries for business will get the bulk of the business," was the consensus of opinion among the tight coopers as their group meeting adjourned.

## SECOND-HAND BARREL GROUP

Meeting was called to order at 10.45 A. M., Thursday, May 5th, with Wm. E. Cooper, of the Enterprise Cooperage, Philadelphia, presiding. In opening the proceedings, Chairman Cooper addressed the meeting as follows:

**National Chairman Cooper's Report**

When elected National Chairman, of your Association at the convention, held in Cleveland last November, I was convinced that the formation of the Second-hand Group of this association would mean much to many of my friends engaged in this branch of the industry.

Convinced of the possibilities and advantages to be gained I came to the conclusion that in order to make this Group worthwhile it would be necessary to bring them together; in consequence of which I arranged a meeting for December 9th, 1920 at the Arcadia Cafe, Philadelphia, Pa. The interest shown by those present assured me that activity on the part of our members would accomplish much toward clarifying many problems which confronted us in the past. Two committees were appointed one on Classification of Tight Cooperage, and one on Slack Cooperage. These committees were to work out a plan whereby barrels could be inspected under a standard classification. The National Coopers' Journal, issue of January 1921 gives you a detailed account of this meeting.

When it is considered we had fifty-four present from which Secretary Krafft received sixteen new applications for membership, we feel that the first meeting of the Second-hand Group was an overwhelming success.

Under direction of Mr. J. A. Warnock, Vice-chairman, the second meeting was held at the Hotel McAlpin, New York City on January 26, 1921.

In Pittsburgh, on February 2d the third meeting was held at the Venice Cafe. Mr. H. A. Arenson arranged this meeting and upon the arrival of your chairman those present were in a very receptive mood. Secretary Krafft received seven applications for membership. The Pittsburgh Group are now meeting monthly and have adjusted many matters in a manner satisfactory to all.

The fourth meeting held in New York City, March 24th last was by way of a Goodfellowship Dinner, tendered the Philadelphia members by the New York members. The primary object of this meeting was to become better acquainted, renew old friendships, and boost the convention to be held in St. Louis, May 3-6th, 1921 inclusive.

Your chairman has been very active in his endeavor to arrange a Group at Baltimore, Maryland. This Group will include the territory adjacent to Baltimore, inclusive of Washington, D. C., Richmond, Portsmouth, Norfolk and Newport News, Virgina. We expect to have this meeting in the very near future.

The conditions of business which has been prevailing for some months past is responsible in a large measure for our inability to secure a larger number of new members. However, with the advent of normal conditions we can assure you of a decided increase before our next Convention.

Much discussion having been given to the weight governing shipments of old empty tight barrels. Your Chairman petitioned the official classification committee to establish a new rule of 75 pounds per barrel and cancel the prevailing rule of actual weight. The Philadelphia Group met with the traffic managers of the Pennsylvania Railroad, Philadelphia and Reading Railway, and Baltimore and Ohio Railroad in the Chamber of Commerce on April 12th. After much consideration the railroad representatives thought well of our request and suggested our attendance at a hearing scheduled before the official classification committee—No. 143 Liberty Street, New York City, April 18th. Some thirty of our members were present representing New York City, Philadelphia, Boston, Pittsburgh and Baltimore.

While the official classification committee did not look with favor upon the 75 pound per barrel rule, it is the opinion of your chairman that we should ask for a rehearing on a basis of actual weight with a minimum carload weight of 12,000 pounds applying to a 36-foot car, other size cars in proportion. This is a matter on which I would like to have the opinion of all those present.

Advertising will always bring results and from the little your Chairman has done it is encouraging to know that we have received requests for information relative to membership from Florida to Canada, and from Racine, Wisconsin, to Boston, Massachusetts. I heartily recommend the Trade Extension movement and sincerely trust it will receive your favorable action.

**Standard Classification Second-Hand Tight Cooperage**

H. A. Arenson, Chairman of the Committee on Standard Classification Tight Second-Hand Barrels, then submitted the following recommendation:

*No. 1 Oils*—Light Lubricating Oils, Engine Oil, Light Cylinder Oil, Raw Linseed, Light Varnish, Machine Oil, Automobile Oil, Miners Oil, Shellac, Core Oil, Condensed Milk (oak), Malt, Syrup.

*No. 2 Oils* —Dark Cylinder, Dark Lubricating Oil, Black Varnish, Boiled Linseed, Black Oil, Crude Oil, Fuel Oil, Fish Oil, China Wood Oil.

*No. 3's*—Extract (oak), Creosote, Asphaltum, Road Oil, Tar, Disinfectant, Paint, Acid. All under-gauged Oil under 48 gal. capacity.

*Special Classes*—Oleo, Lard (oak), Salad Oil, Cottonseed Oil, Cooking Oil, Hardwood Tallow, Grease, Glucose, all Softwood Barrels, Vinegar, Pickle, Kraut, all Half Barrels, Kegs. 25 per cent breakage to be allowed by refineries.

Mr. Arenson suggested to the chairman that in passing upon this question the vote should be unanimous and not a case of the majority ruling which suggestion was conceded to be satisfactory to all. Speaking, Secretary Krafft said: "It would be well to bear in mind the purpose of this classification, and that when you adopt a classification it becomes a part of the Association's Grade Rules and Specifications.

J. A. Warnock suggested that the Group adopt the classification as read, and if found that it is not satisfactory it could be changed at the November meeting.

After considerable detailed discussion and careful consideration, motion was duly made, seconded and unanimously carried, that the classification, as recommended by the Committee, be adopted.

Secretary Krafft then made a report of the hearing held in Chicago on April 28th in connection with the proposed estimated weight of second hand barrels, that this subject would be held in abeyance by the Consolidated Classification Committee pending definite conclusion by the Second Hand Barrel Group on the points involved.

After going into the matter thoroughly it was unanimously decided that Secretary Krafft take the necessary steps to secure a reduction in the minimum carload weight to 12,000 pounds to conform with that now applicable on new tight cooperage, it being the conclusion that this would take care of the situation.

The proposed trade extension program was discussed fully and various suggestions offered by the members as to working out the problem confronting the Second Hand Group. Every phase of the question was gone into fully and the Group went on record as endorsing the trade extension plan, and pledging its support on such basis as may later be agreed upon.

Plans were discussed for developing and strengthening local organizations so as to effectively handle local problems.

Meeting adjourned at 1.45 P. M.

**Tight and Slack Coopers' Group Elect Officers**

A joint meeting of the Tight and Slack Coopers' Groups convened at 10 A. M., Thursday, May 5, for the purpose of electing officers. E. J. Kahn, of the Na-



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Officers and Directors:
L. CARROLL HOLLINGSHEAD, President
PAUL L. DYSART, 1st Vice-President
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J. R. MELCHER, 3rd Vice-President
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## *Coiled Elm Hoops Headliners Staves and Heading*

*For SLACK BARRELS and KEGS*

Also can furnish material for → *Veneer Baskets Complete*

WE want all users of this class of stock to write for prices — can furnish in full or matched cars. Our mills are located in Michigan, Ohio, Indiana and the southwest.

We also manufacture a full and complete line of MACHINERY for the manufacture of coiled elm hoops, staves and heading; also Machinery for Tight Cooperage Stock.

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As a *By-Product* we manufacture the BEST POULTRY CRATE on the market —:— See cut below.

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**FORT WAYNE, IND.**

tional Cooperage and Woodenware Company, Peoria, Ill., was elected Vice-President. Burleigh E. Jacobs, of the K. W. Jacobs Cooperage Co., Milwaukee, Wis., was elected a member of the Executive Committee for the period 1921-22.

### COILED ELM HOOP GROUP MEETING

On Wednesday, May 4th, a meeting of the Coiled Elm Hoop Group was held, being presided over by Mr. E. C. Morrison. The group session was well attended, matters of interest to the group being fully discussed.

### DINNER AND ENTERTAINMENT HELD AT THE RIVERVIEW CLUB

A dinner and cabaret entertainment took place Wednesday evening at the Riverview Club. The ladies did not attend, it being exclusively a "stag" party.

Automobiles in charge of H. P. Krallman, who was in charge of transportation, left the hotel about 5 o'clock, took the coopers through the residential section of the city and Forest Park, thence through the industrial district of the city, out to Riverview Club, located about twenty miles up the Mississippi River.

The dinner and entertainment started soon after the arrival of the automobiles and continued until about 10.30.

During the banquet a cabaret performance, furnished by Oscar Dane, was given, and there was dancing, singing, etc., by the performers. During the evening President-elect Voll was presented with a framed pledge, which was repeated by all those present, standing. In addition to the pledge, President-elect Voll was given a large cake, on which were five burning candles, representing the fifth anniversary of the association.

**PLEDGE**

**SIXTH ANNUAL DINNER**
**RIVERVIEW CLUB**
**ST. LOUIS, MO., MAY 4, 1921**

**We pledge our brain, brawn and sacred honor to our noble purpose,**

**Imbued with the conviction that our Association is one of the greatest in the world,**

**We promise our continued loyalty and staunch support to the policy of high principles and square business dealings;**

**May we live long and prosper and dwell in happiness with each other.**

The result of the golf tournament was also announced at the dinner.

### ASSOCIATION BULLETIN

OFFICE OF SECRETARY AND MANAGER, 820, RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

**Inspection Rules, Rules Governing Sales and Settlements**

Please note that the following amendments and changes in our Rules Governing Inspection Service, and Rules Governing Sales and Settlements, were adopted at our recent convention. The changes are of considerable importance and it is suggested that you note them carefully. The printed Rules will be reissued promptly.

**Inspection Rules**

"INTACT" (first paragraph after first sentence, page 3). "A shipment shall be considered as being held intact, provided that not to exceed 5 per cent. of the shipment has been used or disposed of, with the intent that if upon such inspection the shipment is found to be subject to rejection the amount used shall be paid for at invoice price, and if the shipment is accepted the report of findings of the inspector shall give in the adjustment for the entire shipment."

"NOTIFY BUYER" (after second paragraph, page 3). "Upon request by shipper for inspection he shall immediately notify buyer that an Association inspection has been requested. (Amended Nov. 10, 1920.)"

(Applicable to Tight Stave and Heading Group.)

15% OFF-GRADE (in lieu of third paragraph, page 4). "On sales of staves and heading all grades other than wine, spirit, whiskey or Bourbon stock, it shall be the rule of decision that if the stock to which objection is made does not contain more than 15 per cent. off-grade material, according to the grading and inspection rules of this organization, the buyer must accept and pay in full for that part or portion of the material conforming to grade; if it contains more than 15 per cent. off-grade material the buyer is not obliged to accept, but may reject the entire shipment."

(Applicable to Slack Cooperage Stock Group.)

Entire paragraph and note, pages 4 and 5 eliminated; in lieu thereof the following paragraphs apply:

"It shall be the rule of decision as to staves and heading that if the stock to which objection is made does not contain more than 5 per cent. of lower or inferior grade according to the grading and inspection rules of this organization, the buyer must accept the stock as a delivery upon his order or contract provided that if the percentage of a lower or inferior grade as determined by an official inspection exceeds 3 per cent, the buyer shall be entitled to an allowance for all the stock of a lower or inferior grade; if shipment contains more than 5 per cent. of a lower or inferior grade, the buyer is not obliged to accept, but may reject the entire shipment, provided that if the buyer and seller agree upon the acceptance of the stock by the buyer, the amount of allowance shall be arrived at by deducting the total percentage of material of a lower or inferior grade as determined by the official inspection.

"It shall be the rule of decision as to coiled elm hoops that if the hoops to which objection is made do not contain more than 5 per cent. of broken and defective hoops over 5 feet in length, 7 per cent. 5 feet in length, and 10 per cent. less than 5 feet in length, which are unfit for use on a barrel, the buyer must accept the entire shipment as a delivery upon his order or contract, provided that if the percentage of broken and defective hoops, as determined by an official inspection, exceeds 3 per cent. on hoops over 5 feet in length, 5 per cent. on 5 foot hoops, and 8 per cent. on hoops less than 5 feet in length, the buyer shall be entitled to an allowance for all of the broken and defective hoops which are unfit for use on a barrel; if the shipment contains more than the 5 per cent. broken and defective hoops over 5 feet in length, 7 per cent. 5 feet in length, and 10 per cent. less than 5 feet in length, the buyer is not obliged to accept but may reject the entire shipment, provided that if the buyer and seller agree upon the acceptance of the hoops by the buyer, the amount of allowance shall be arrived at by deducting the total percentage of hoops broken and defective, as determined by the official inspection."

**Reinspection**

(First paragraph, page 6.)

Upon application for reinspection the Chief Inspector, "or a Deputy Inspector other than the one making the original inspection," shall proceed as promptly.

**Rules Governing Sales and Settlements**

(Articles 9, page 12.)

"Where sales of tight staves and heading are made by car lots, the following minimum and maximum per car loadings shall apply:

Barrel size circled heading, 4,500 to 5,500 sets.

Half barrel and pork barrel circ. hdg., 5,500 to 6,500 sets.

Barrel size staves KDJ&B, 1,100 to 1,400 sets.
30 inch staves, 1,600 to 2,100 sets.

Barrel size staves, AD&L, 14,000 to 17,000 staves.
30 inch staves, 18,000 to 22,000 staves."

The New York State College of Forestry points out that lumber freight rates are making it necessary for big advances in wood products, causing increased rentals, scarcity of homes, high prices for furniture, etc. Freight has increased from $3 per thousand feet in 1850 to $10 in 1920. New York has dropped from the leading timber-producing State to 25th place.

**Slack Cooperage Stock Wanted**

Always in the market for

28½ in. and 30 in. No. 2 Staves,

34 in. Mill Run Staves,

19⅛ in. No. 2 and Mill Run Heading,

23⅝ in. Mill Run Heading,

Coiled Elm Hoops.

We also buy Tight Cooperage Stock

*Quotations solicited*

Swift & Company
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# SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

### MACHINERY FOR SALE

FOR SALE.—Re-manufactured Barrel Machinery. The following machinery good as new:
One Oram bung-boring, bush-driving machine
One Oram improved stave planer
One Eureka barrel-spraying outfit
One Strait tight barrel windlass
One Oram oil barrel trusser
One Oram crozing, chamfering and leveling machine, revolving heads.
One bung-boring machine made by the Cincinnati Cooperage Company
One Oram heavy flaring and punching machine
One Oram barrel-turning lathe
Two Oram setting-up forms
Two E. B. Holmes standard No. 38 slack crozer
One lot of steel truss hoops, of various sizes at a bargain.
All machines in stock at Fort Wayne, Indiana.
NOBLE MACHINE COMPANY,
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MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

**FOR SALE—REBUILT STAVE AND HEADING MACHINERY**
**Two Groenwood heading turners.**
**One heading sawing machine.**
**One No. 4 stave cutter.**
**ROCHESTER BARREL MACHINE WORKS,**
**Manufacturers of the "Greenwood" Stave and Heading Machinery,**
**Rochester, N. Y.**

### PLANER FOR SALE

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Complete circular saw mill, heading, stave machinery, 85-horsepower boiler and engine, belting, shafting, pulleys, blower, tilted hand resaw, Fay & Eagan. Filing outfit for circular and band saw. Good running condition. Address FELLERS BROTHERS, Harrietta, Mich.

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**2 new 14 x 20" stave sawing machines.**
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FOR SALE.—Practically new set of Rochester heading machinery consisting of
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No. 6 Rochester heading planer.
No. 5 Rochester heading turner.
Address UNDERWOOD V. COMPANY, care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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1—No. 114 Holmes Keg Raising and Heading-Up Machine.
1—No. 75 Holmes Hoop Driver.
1—No. 73½ Holmes Hoop Driver.
1—No. 59½ Holmes Setting-Up and Windlass Machine.
1—No. 59 Holmes Windlass Machine.
1—No. 16½ Holmes Slack Barrel Sanding Machine.
1—No. 29 Holmes Keg Crozer.
1—No. 34½ Holmes Double Hoop Riveter.
1—No. 38½ Holmes Slack Barrel Crozer, Stationary Heads.
1—No. 95 Holmes Double End Slack Barrel Trusser.
Address with full particulars "B. K. M.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To buy a machine for crozing, chamfering and equalizing slack barrel staves 26" to 30" in length. Give description and lowest price. SERFAS LUMBER COMPANY, Easton, Pa.

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The City Barrel Company, P. O. Box 91, Bridgeport, Conn., is in the market for 19¾" thick square edge pine, spruce or hemlock heading. Write us.

### HELP WANTED

WANTED.—Young man to manage slack department of old established jobbing house. Good opportunity. State qualifications, etc., in first letter. Address "GOOD CHANCE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### EXPERIENCED SALESMAN WANTED

We want a young man who has had several years' office experience in sales department handling principally slack barrel staves and heading, also keg stock, to locate in Michigan or Ohio. Good position for one qualified. Address "COOPERAGE MANUFACTURER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### POSITION WANTED

WANTED.—Position with a keg-manufacturing concern, where experience and efficiency will count. Have had 15 years' experience on slack kegs, using all kinds of hoops; 2 years' experience with Wm. Glader riveting machines, also with nailing machines, and can keep all machines in order. Have set up kegs by foot treadle, averaging from 500 to 600 a day, and kegs by hand, averaging from 155 to 175 a day. Reference A-1. Address "CAPABLE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—By practical tight barrel cooper, traveling Pennsylvania, Maryland, Delaware and New Jersey, opportunity to repair and cooper barrels, carload or small lots, for factories or dealers. Could also work up a good trade on hardwood kegs and barrels. Address "J. E. M.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Position as salesman for a large tight barrel manufacturing plant or stave factory. Have had long years of experience in the tight barrel and stave industry. Best of references. Address "SALESMAN," care THE COOPERS' JOURNAL, Philadelphia, Pa.

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| American Barrel Company, Salem, Mass. | |

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| G. Sinclair & Sons, New-Castle-On-Tyne, England | |
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| Henry Siemon & Sons, 2219 N. Second St., Phila. | |

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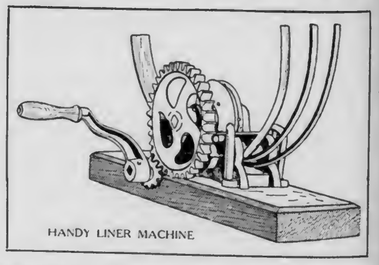
**TRUSS HOOPS BOTH WOOD AND IRON**



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Note the new designs.
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Incorporated 1890

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WE MAKE
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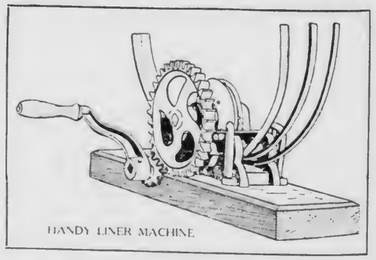

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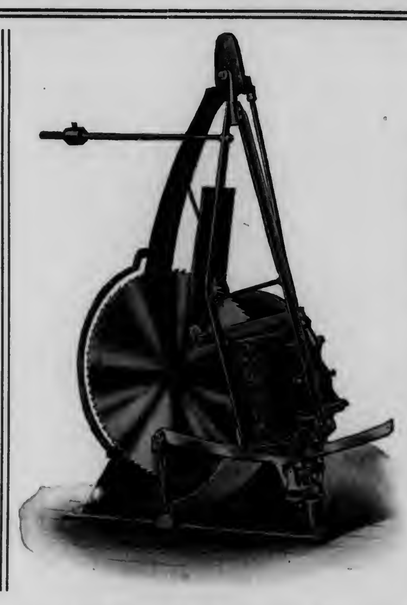

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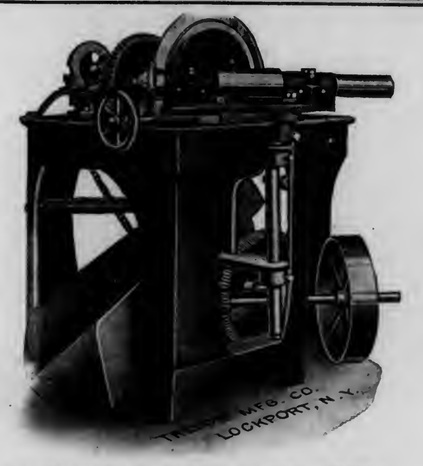

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# "Greenwood" No. 5 SLACK HEADING TURNER

**No. 5** HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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Successor to JOHN GREENWOOD

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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

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Kiln-dried, Jointed and Bundled

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FIVE ARKANSAS MILLS BENTON, CARTHAGE, FULTON, LAWSON AND HASKELLS

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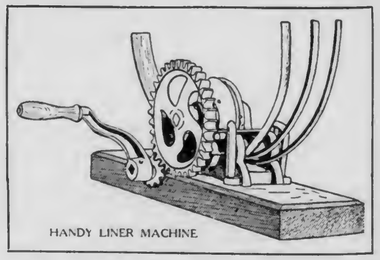
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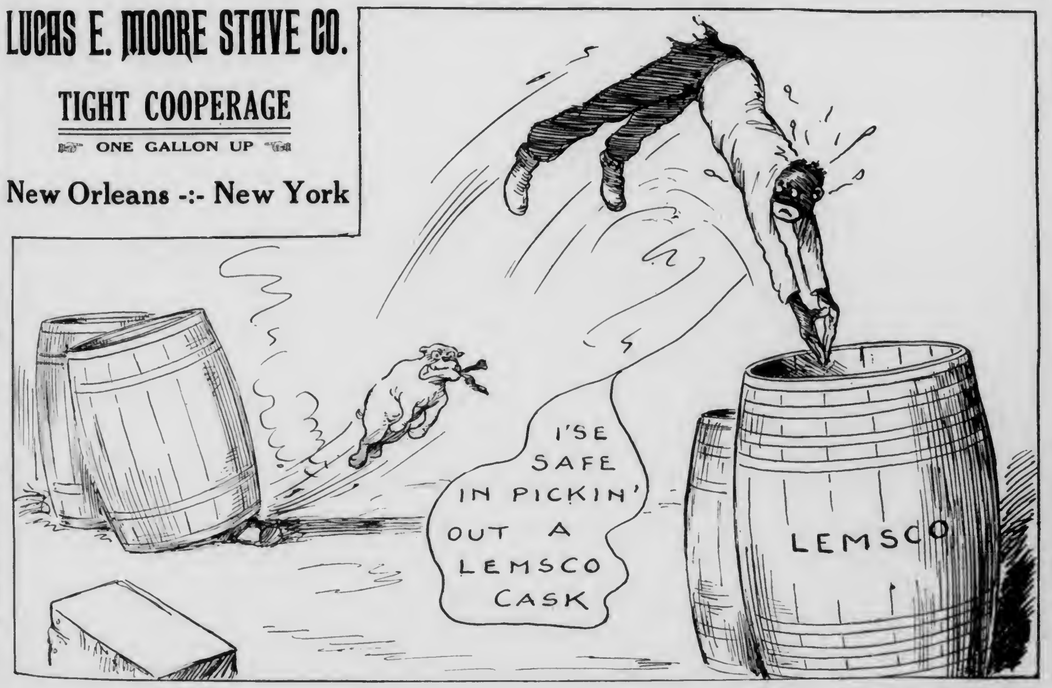

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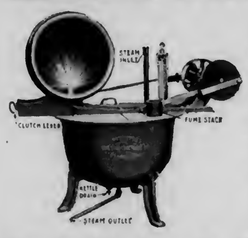


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# The National Coopers' Journal

THIRTY-SEVENTH YEAR | PHILADELPHIA, JULY, 1921 | $2.00 PER YEAR VOL. XXXVII, No. 3


## New Orleans Reports Large Timber Investments by Sugar Refineries Predict Increased Use of Wooden Barrel

For many years there was a continual struggle throughout the sugar belt between the gunnysack and the barrel as a container for sugar. Some years a sugar mill would use barrels and other years, without any apparent reason for making a change, the output would go into gunnysacks. This kept the salesmen always on the alert and gave them abundant opportunities to show their skill and salesmanship, while the coopers and mill men were always on the anxious seat, wondering whether their old customers in the "Sugar Bowl" would order again, or would desert them for the gunnysack.

**The Wooden Barrel Victorious Over Gunnysacks**

In this struggle the barrel won, for the sugar men improved the quality of their output until the gunnysack was no longer a possible container. The barrel had to be used. It had to be a good barrel, and usually it had to be lined with paper.

The champions of the barrel, however, were not allowed to rest on their laurels, for new competitors were in the field. These were the paper cartons and bags, usually of paper, and in some instances they have almost driven the barrel from the field.

**The Wooden Barrel vs. Paper Bags and Cartons**

In the past, for a time, the best grades of sugar were put into barrels, and only the inferior grades, the damp sugar, went into sacks. Now a large part of the finer grades go into paper bags and cartons, and the inferior grades, too damp to be trusted in paper, go into barrels.

The sugar you buy at retail at the corner grocery is in neat cartons, while the wholesale users of sugar, such as the candy makers and the confectioners, receive their lower grade sugars in barrels and some of their finer grades in bags.

**Large Timber Investments of Sugar Refineries Predict Increased Use of Wooden Barrel**

This year the use of the sugar barrel has probably reached the minimum, and the chances are that this condition will be of short duration. If this were not the case you may be sure that the American Sugar Refining Co. would not be increasing its timber holdings, and that the Louisiana sugar men who hold stock in cooperage concerns would be investing their money in some other direction.

**Apropos of Cultivating Closer Relations with Latin America**

Business in many directions is dull, and there are certainly good and sufficient reasons why it should be so, reasons that have been discussed from all points and talked threadbare without helping matters any. But the fact that has so largely helped to make bad conditions worse has been the tendency to sit down and wait until conditions in Europe become settled, instead of cultivating closer relations with Latin America and working up trade there.

**Vision of Some Cooperage Manufacturers Is Distorted**

When general business conditions are not at their best the cooperage industry must share the general depression. Many coopers, however, hold the erroneous belief that the reason the demand for cooperage is now so light is that the barrel has been permanently supplanted by other packages, and that these other packages will grow in popularity until the use of the barrel will entirely cease. In this connection it is interesting to note what kinds and quantities of barrels are really being used.

**How the Cooperage Trade Really Stands**

The making of whiskey and beer cooperage never did form any important part of the industry here, and now it is probable that there are as many slack barrels used for soft drink bottles as were used in the old days for beer bottles. It is also probable that there are now as many high grade tight barrels used as containers for syrups and extracts for the making of soft drinks as were formerly used for stronger beverages. By the way, some of the makers of extracts seem to take great pride in the appearance of their output and have their barrels cleaned, sandpapered and polished.

**Nothing Discouraging in the Fact That Some Lines of Produce Are Packed in Other Containers**

Some produce barrels are being used on Poydras Street, and more at and near the French Market, but the quantities are comparatively small. The same condition prevails in the country towns, for most of the truck now being shipped are tomatoes and other vegetables that are, as they have always have been, shipped in crates and baskets. There is nothing whatever discouraging in the fact that at some particular point fifty carloads of vegetables may be shipped in one day, and all in crates, not a barrel being used, for, as far as we are aware, tomatoes never have been shipped in barrels, and the barrel has never been recommended for that purpose.

**When the Barrel Is Best Package for Product to Be Shipped, the Barrel Is Used**

A walk along the wharves, crowded with every conceivable kind of package, will give some idea of the relative number of barrels being used. In some cases the mass of other packages is so great that the few barrels present are lost in the shuffle. But for all that, where the barrel is the best package for the articles being shipped, the barrel is generally used. We take as an illustration the cargo of the S. S. "Tatjane," clearing from this port for Christiania, London and Glasgow:

Staves, for Glasgow, 16,485 pieces.
Syrup, 3,510 barrels.
Sugar, 550 sacks.
Flour, 1,000 sacks.
Glucose, 1,500 barrels.
Asphalt, 2,763 barrels.
Rosin, 100 barrels.
Rice, 500 sacks.
Total, 8,173 barrels; 2,050, sacks.

None of the rest of the cargo of this vessel could have been put into barrels.

**The Why of the Sack Shipment for Sugar and Flour**

Rice has never been, to any great extent, shipped in barrels, so there is nothing surprising about the 500 sacks of rice in this lot. That 550 sacks were used for sugar that normally would have gone out in barrels is merely an evidence of the present fashion in the sugar trade, and there is but little danger of this misuse of the sack being long continued. The sugar men have made such bad breaks before and in the past have always come back to the barrel, and they are pretty sure to come back this time.

That 1,000 sacks of flour were shipped is pretty good evidence that someone fell down on his job. Anyone who has seen the way bags of flour are handled in warehouses, on wharves, cars and boats, and will still use a sack for flour to be shipped to a distance, is not a believer in sanitary methods, and should be suppressed. The sack should by all means be used wherever it is the suitable package, but its use for flour shipments should be forbidden by law.

**Teaching the Making, Testing and Using of Barrels (?)**

In connection with the Forest Products Laboratory at Madison, Wis., the Government maintains a boxing school, wherein is taught the art of packing things in boxes, the best methods of constructing boxes, and of testing their strength, durability and carrying capacity. So far as we are aware, no action is under way to utilize the Forest Products Laboratory in teaching the art of making, testing and using barrels. Due to this oversight we are left to acquire this gentle art at our own expense.

**Where the Strength and Durability of the Wooden Barrel Is Really Tested**

The right place to see the strength and durability of the barrel tested is along the New Orleans waterfront. Here, even in the dullest times, you can see barrels rolled down planks out of cars, barrels dumped out of wagons, barrels rolled down the gangplanks of steamboats and up levees, or caught up in slings, half a dozen at a time, swung aloft and dropped kerplunk into the cavernous holds of ocean liners. When a barrel can stand all this you do not need the services of any particular expert or experts to show you that it is well made. If it cannot stand this strain the advice of an efficiency specialist will not help you. All you have to do is to phone some one of the dozen or more shops that are in easy reach, and they will send out a stalwart colored man with a few tools and an armful of hoops and staves to make the needed repairs.

**Instruction as to the Art of Filling a Barrel—Barreling Eggs an Example**

There are times, though, when a little instruction in the art of filling a barrel might be welcome. Barrels when being filled with sugar are set on an automatic shaker that just jostles them and jounces them up and down, packing the sugar down firmly and rattling the barrel to pieces if it is not made right. In filling a barrel with most other things we just shovel them in and let it go at that, but did you ever pack eggs in barrels for shipment? We have seen thousands of barrels filled with eggs, and it was but rarely that any of them, either the hen fruit or the barrels, were broken in transit. Barreling eggs is a good job, if you know how.

**Lucas E. Moore Co's Mobile Mill Resumes Operation**

The Lucas E. Moore Stave Co. mill, at Mobile, one of the largest in the South, has started up again after a thirty-day shutdown. Some of the other mills in this section are still taking a vacation.

## LOUISVILLE REPORTS INCREASED BARREL DEMAND FROM SOFT DRINK TRADE

General prospects in the barrel market are beginning to put on a more optimistic front and indications are more promising at the present than they have been for some good little time in the past. The general slow-up in industry, together with the loss of business through prohibition, slowed activity considerably for a time and there was a general falling off in the demand for all kinds of containers. The most encouraging fact noted recently is the late increase in the demand for slack barrels as containers for soft drinks. There is a good deal of this sort of business that can be developed in Louisville, and with proper care may be brought out to such an extent that it will more than overcome the loss of business in slack barrels due to the wider utilization of paper and cloth sacks.

### The Wooden Barrel vs. the Steel Package in Oil Lines

The steel barrel is gradually cutting in materially on wooden cooperage, especially in the oil line, and this fact is being more seriously considered by the cooperage industry right now than ever before. There has been some inquiry for beer barrels and also some little inquiry for bourbon barrels for medicinal liquors. The keg business has been helped to some extent by the increased hot weather consumption of soda fountain syrups.

### Early Potatoes Go in Barrels

There has been quite a noticeable increase in slack trade during the past month. Early potatoes are ready for market and these require barrels on account of the tender skins. Flour barrels are also doing better and the breweries and soft drink manufacturers, preparing for hot weather, are buying more freely.

### A Comparison of Stock Prices

Louisville stave and heading interests have been asking better prices for stock than is asked for some stock on the other markets. St. Louis reports that red oak staves, oil, have developed asking prices of $40 to $45, as against selling prices of $35 and $37.50 at the mill, while some white oak stock is touching a minimum of $50.

In Louisville about the minimum quotation on white oak oil staves is $50 and on red oak $45, although good quotations in quantity lots might be shaded a little. White oak circled heading is quoted at 45 cents a set; red oak, 40 cents and gum, 35 cents. No quotations are available on spirit, or bourbon staves and heading at the present time.

### The Tight Barrel Market

Tight barrels are being quoted at $2.50 for oil of white oak and $2.40 for red oak, while spirit barrels are at around $4.50; gum barrels, $2.30; white oak half barrels, $2; mixed oak kegs, manufacturer's choice, red, white or red and white, 5-gallon, 90 cents; 10-gallon, $1.25; 15-gallon, $1.50, and 20-gallon, $1.65.

### The Slack Barrel Market

In the slack barrel market prices are a little weaker, due to the very weak slack stock market, reports having been heard of fruit staves quoted at $7 and $7.25 a thousand at mill and flour staves at $10 and $10.50 at mill. Louisville reports the market at around $15 and $16 a thousand for No. 1 staves, and No. 2 at $10 and $11 for gum, while cottonwood and elm are a dollar a thousand higher. Heading is quoted at 13 and 14 cents for No. 1, and 10 and 12 cents for No. 2; mill run being 11c. and 12c. In barrel lines such as produce, cement and lime the price is around 60 cents each; flour barrels being 80 and 85 cents; and No. 2 sugar size produce, 75 cents; salt barrels and sugar barrels 85 and 90 cents. Apple barrel prospects are very poor in Kentucky and surrounding territory this year. Flour, if prices work lower, should move better in wood but no large increase is anticipated if flour continues at over $8 a barrel.

### Kentucky Will Have 18 Per Cent. of Normal Apple Crop

The apple barrel situation in Kentucky may be taken from a State crop report, which averages the State at 18 per cent. of normal. Some of the slack barrel men claim that consumers are only figuring on about one-fifth of their usual orders for barrels, the severe frosts of April having ruined the crop in Kentucky and West Virginia. Western Kentucky crop prospects are about the same as in other sections, despite the fact that it is further South.

### Cooperage Manufacturers Are Anticipating Demand from Distillers

The free use of whiskey and similar intoxicating liquors for medicinal purposes has produced a situation which is receiving a good bit of attention from coopers. The liquor supply in distillers' warehouses is growing smaller and smaller. They must begin to produce some time, and with sudden changes in prohibition rulings from the Attorney-General's office at Washington, they may be permitted to begin on short notice to manufacture on a comparatively large scale. The problem which will then present itself to the cooper will be that of procuring a supply of bourbon staves and heading. There is very little on the market at the present time, and what little is being produced is sold for export. Several manufacturers, finding business slack, are engaging in speculation on the chances of utilizing this dull time for the production of bourbon stock, in anticipation of the demand from distillers.

### Big Opportunities for the Cooperage Trade in Ice Cream Tub Lines

The Gambrinus Cooperage Works, operated by Philip Sengel and Son, Louisville, manufacturing tight and slack cooperage, has opened up a field which promises to develop into something big. It has begun the manufacture of ice cream packing buckets for the use of ice cream manufacturers in placing their goods in the hands of retailers. The buckets are made of cypress and fir lumber and range in size from one quart to ten gallons.

This is an entirely new industry in this section. Previously ice cream manufacturers in this region and throughout the South have been compelled to buy their buckets either in the extreme east or north of the country. There is a large field both in the South and in the Central States for the Louisville company, and traffic facilities are excellent for reaching this territory.

The Gambrinus Company is also manufacturing a new cabinet for the use of retailers in holding ice cream on hand. This end of the business is being rapidly expanded to meet a steadily increasing demand, and the outlook for a substantial business is considered more than reassuring.

## CHICAGO REPORTS COOPERAGE MANUFACTURERS OPTIMISTIC

There is little change registered in the cooperage industry of this city during the past month. While some of the firms state that they have found business a little better, others report that they find the situation running along just about the same. There is an abundance of optimism evident among members of the trade here, however, and many look for a better trend of trade later.

With prices about at rock bottom many members of the cooperage trade feel that there ought to be more business than there has been. When asked why there is not more buying they invariably say that it is just the general tendency not to buy—which tendency is prevalent throughout all lines of trade—unless it becomes absolutely necessary. With this feeling in all lines of industry obtaining for the past several months the coopers do not feel that they are any worse off than others, and in some instances there is a tone which makes it appear that the cooperage trade is a little better off than some other trades which could be mentioned.

### Trade Is Spasmodic

Business, according to most members of the trade here, is rather spasmodic. Harry Kirk, of Joseph H. Kirk Co., said that he had not noticed any material change during the past month. When asked how business for the barrel interests was progressing out at the Stock Yards, he said it was "pretty slow." "One day we'll be pretty busy and the next day we will not have anything to do," he said.

Mr. Kirk has voiced the condition of almost the entire trade, when he says that they are doing a spasmodic business. Most every one in the cooperage business here feels that they are just doing enough to get along, and like many other industries, are working along in anticipation of a recovery. When this recovery will make its appearance cannot be accurately stated. Much is said to depend upon the general situation of industry as a whole. Labor differences must be ironed out and the machinery of the commercial world must be operating smoothly, acording to some in the trade, before a substantial recovery can be felt.

### Transcontinental Freight Bureau Issue Fruit and Vegetable Rate

The following telegram was sent out June 6th from the office of R. H. Countiss, chairman of the Transcontinental Freight Bureau:

"Transcontinental Railroads propose to establish the following reduced rates for carload shipments of vegetables, melons and apples: Rate of $1.75 per 100 on vegetables and melons, including cantaloupes, effective at earliest possible date, from Pacific Coast terminals and intermediate points to destinations east of Chicago and Mississippi River. Also rate of $1.50 on apples, without storing in transit privileges, effective September 1, from Pacific Coast terminals and intermediate points to eastern defined territories, which includes Colorado common points and practically all points east thereof to Atlantic Seaboord, inclusive."

### Apple Trade Will Be Well Cared For

While it is said that there will be plenty of barrels to go around for the apple shippers this year, the shippers are being urged to do their buying early and avoid a rush. There will, it is said, be ample barrels to supply the demand in both made-up and knocked barrels, and these will go at about 50 cents F. O. B. place of shipping.

From all reports which can be gathered, despite the fact that business has been a little slow and crop prospects bad, the cooperage plants have been preparing for the apple season, and have made ready to handle such demand as there will be.

Apple shippers this season will be enabled to get their barrels at a price which is normal. This does not mean that the barrel business is on a normal basis, but it means that reductions have been made which places this industry in the front line of those which have started back to normal prices. While the finished article sells at a reduced price, the raw material is up, and the sale price of barrels now is said to be below replacement value.

### Secretary Krafft Represents Cooperage Interests at Re-Consignment Hearing

At hearings which opened before the Interstate Commerce Commission here June 13th and lasted for several days, when the $10 penalty charge which was made by the U. S. R. R. Administration for lumber after forty-eight hours free time, was taken up and discussed, the cooperage industries were represented by V. W. Krafft, secretary of The Associated Cooperage Industries of America, and Geo. B. Webster, attorney for that organization. The lumber interests in presenting their case indicated that the $10 penalty charge on lumber was discriminatory, because it was directed against lumber only, and that if it was fair for the lumber trades it should also be placed against other industries.

E. F. Stecher, of the J. D. Hollingshead Co., and L. Burnett, of the J. C. Pennoyer Co., presented testimony in behalf of the cooperage industries.

The cooperage industries protested against the charges levied for re-consignment of their product. It was pointed out that the privileges of re-consignment enjoyed by the industry were not the same as those found in other industries, and though cooperage stock is listed with lumber the charge of $10 penalty was unjust.

### Claims for Overcharges May Be Re-Submitted

Shippers who have filed claims for overcharges made while the carriers were operating under Government control and who have had those claims returned to them from the carriers because they were filed after March 1st, may now resubmit these claims, as the date for last consideration has been advanced to September 1, 1921.

### Building Activities Help Out Barrel Manufacturers Needing Increased Plants

With a partial settlement effected early in June between contractors and the building trades workers, 20,000 building workmen who have been idle from two months to almost a year went back to work. The first thing which Judge Landis did when he accepted the position of arbitrator for the two building factions was to send the men back to work, with a promise that before the first pay roll was made up an agreement as to wages would have been arrived at. The building trades do not alone reap a benefit from this resumption of operations, for many trades felt that when the building was resumed business would begin to take a stronger hold and the effects of the resumption would be felt in all lines. Many new factories and additions to old plants have been awaiting some ultimatum which would start building operations again, and among these is the addition to the barrel factory of A. Uttal, 2239 West Grand Avenue. The addition will be a two-story brick structure, covering property 60 x 95 feet, which it is estimated will cost approximately $25,000. Just when work on this addition will be commenced is not now known, but it will probably be in the near future..

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The Hirsch Cooperage Co., tight barrel and shook and tight stave and heading manufacturers, of Houston, Texas, will increase their plant and instal new machinery for making tubs and pails.




# THE NATIONAL COOPERS' JOURNAL

**Devoted Exclusively to the Cooperage Industry**

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, JULY, 1921 No. 3

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### ASSOCIATION MEETING

**The International Apple Shippers' Association will be in annual convention at the Hotel Gibson, Cincinnati, Ohio, August 9th to 12th. Cooperage manufacturers are specially invited and free space will be provided for package and stock exhibits.**

### NEW ADVERTISERS

**National Manufacturing Co., Detroit, Mich.**
**Wylie & Wilson, Inc., Saginaw, Mich.**
**P. H. King, Philadelphia, Pa.**
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Remember a superior "Quality" barrel will withstand all substitute competition.

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Yes—there are some mills resuming operations and others in the early course of time will follow suit.

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Cheer-o—with vacation days over and gone most of the business stagnation is also bound to move along and pass away.

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As one of our good, optimistic barrel friends said, "Well! now that the apple crop's down let's set them up in the other alley."

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The ice cream tub line is now holding out some unusually encouraging prospects for the cooperage trade, which prospects are not only being appreciated but are being immediately taken advantage of.

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The barrel manufacturer who builds his product "up to a standard and not down to a price," can safely be said to have a business slogan that will never fail in achieving the best kind of results, both for himself and for the trade of which he is a member.

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According to the belief of our New Orleans' correspondent, the large timber investments of sugar refineries can mean nothing else than the increased use of the wooden barrel. Big interests are not investing their capital in lines that have no large future and there are many sugar men holding stock in cooperage concerns.

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The prospective activities of the distillers and the assured demand from the soft drink people have caused the horizon of the Louisville barrel trade to brighten somewhat. "General prospects in the barrel market, says our Louisville correspondent, are beginning to put on a more optimistic front and indications are more promising at the present time than they have been for some time"—all of which is good news—very good news—let us have more of the same kind.

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Pertinent to the question of "Costs," E. A. Powell, the "Warrior heads" manufacturer of Memphis, Tenn., says: "Under ideal conditions there will be no cost problems for then selling prices will naturally adjust themselves to equal costs and a fair profit, but such ideal conditions, needless to say, do not exist right now. Therefore, it is the cooperage man's problem to find a common sense solution of present day difficulties, which after all are not insurmountable."

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"The standard barrel is the proper package for apples," so says Mr. John C. Schmidt, the well known apple grower and proprietor of the Springwood Farms, at York, Pa. It will be remembered that it is on Mr. Schmidt's farm that the first monument ever erected to an apple was placed, a monument to the "York Imperial" being erected and dedicated with special ceremony August 18, 1920. As an apple grower of "quality" fruit, Mr. Schmidt is fitted to speak with conviction on the package question.

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It is the expressed belief of former Secretary of Commerce William C. Redfield, that "American manufacturers must sell abroad or wither at home." There is no doubt but that large and extensive foreign markets must be developed if the progressive activities of our limitless manufacturing lines are to go forward. As Mr. Redfield said in addressing a recent "Convention of New York Bankers, "We are not sufficient unto ourselves." We have grown too great for self-sufficiency. The world is our field and it is the world with which we must trade from now on."

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Being face to face with a situation that demands action usually results in the needed action being set in motion and that is just what happened at the Sixth Annual at St. Louis. As C. C. Berry, of the Cleveland Cooperage Co., Cleveland, emphatically told the tight barrel and stock men in joint session, "We cannot blind ourselves to the true situation any longer. We all know what our competition is—that forms of substitute containers in competition with wooden barrels are in more general use today than ever before—and it is imperative that a practical trade extension programme be immediately worked out and set in motion." This is a facing of the true situation that the cooperage trade has so long failed to acknowledge, but now finally acknowledged the steady advance of the wooden barrel forces can be, we feel, depended upon.

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When apple growing methods are reduced to a science the protection of each year's crop against unusual weather conditions will be assured. Such is the belief of James Handly, founder of National Apple Day, and since Mr. Handly is widely versed in the lore of apple growing, much faith can be placed in his belief and prediction. What value there would be in scientific protection, etc., is borne out by the notable statement made by O. F. Whitney, Secretary of the Kansas State Horticultural Society. In reporting on the 1921 crop, Secretary Whitney says, "It is remarkable what a great effort the trees put forth after the freeze in trying to develop the latent fruit buds." Nature has great recuperative powers, but man has done much and can do more both in helping her when badly stricken and in seeking preventatives against unusual hurts. This is what scientific apple growing methods will do.

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Through this issue of the JOURNAL, R. G. Phillips, Secretary of the International Apple Shippers' Association, extends a special invitation to the cooperage trade to attend the annual convention of the Apple Shippers' Association to be held at the Hotel Gibson, Cincinnati, Ohio, August 9th to 12th, inclusive. Free space will be provided for all packages and stock exhibits, and this year's convention of the International Apple Shippers' Association will prove a splendid opportunity for testing out the personal barrel boosting committee which the Slack Group of The Associated Cooperage Industries of America decided at the St. Louis May Annual to appoint.

Some fine work in the interests of the wooden barrel has already been done at recent conventions of the International Apple Shippers' Association by Secretary Krafft, and there is no doubt but that the invitation of Secretary Phillips this year will result in one of the most important trade exhibits ever made by the cooperage industry. For space arrangement the cooperage boosting committee should get in touch at once with M. G. Weil, Chairman of Exhibits, 111 E. Front Street, Cincinnati, Ohio.

## BUYING PUBLIC DOES NOT FORGET "QUALITY" MANUFACTURERS, NO MATTER WHAT PRICE MARKET RULES, SAYS W. C. HARTMAN

For July report we can say that conditions generally, so far as the manufacture and sale of cooperage stock is concerned, keep business at a very low ebb. Production at the mills has been further curtailed and a remarkably small quantity of hoops, staves and heading are being manufactured. On an average we suppose fifty to sixty per cent. of the mills are shut down.

The apple crop being a failure in most every section, the potato business in the South having passed and a drought in the Eastern vegetable district being one of the most severe in the history of potato growing in that section—the general apple and vegetable trade is indeed a disappointment.

The demand for cooperage stock generally is extremely light and buying continues on a small scale and to cover current needs only. This is a most natural condition. For the last nine months purchasing agents have had a sad experience. Even if they have bought for only thirty or sixty day delivery, the business was hardly entered on their books before it was clearly shown the purchase was a bad one and prices were going lower. This has been repeated so many times that they have gotten in the habit of looking for lower prices each month and so far they have not been disappointed. Even without an increased demand, this sort of program must eventually be discontinued; the indications are that cooperage stock prices have found their low level.

We hope in the near future confidence, together with a reasonable volume of business, will return, and until then the market must continue dull with no advance in prices that will give the manufacturer anything over cost. At present market values we are convinced the majority of mills would lose money even if they have had sufficient business to operate steadily and thus reduce the ratio of their overhead against the volume of business transacted.

The quality of stock has generally improved. Under conditions of this kind the percentage of mills manufacturing really good stock increases. Rejections and claims for allowances occur less frequently when care is taken in the manufacture of stock and prices are not declining. In a market of this kind when stock is easily procured at competitive prices, the mills that have habitually made a high grade articles find themselves better supplied with orders at fair prices. Their reputation for quality and service is not forgotten.

## WITH PRICES STANDARDIZED AND CONFIDENCE OF BUYERS RESTORED, BUSINESS WILL GO FORWARD, SAYS JAMES INNES

Business still continues in a somewhat demoralized condition. Prices are very unstable, and this makes buyers hesitate to place orders for stock, beyond their immediate needs. While consumption is light, production has been cut down. In a great many cases mills have been shut down entirely until prices return to a living basis.

Some of the mills, where they have ponds, are sinking their logs to keep them from spoiling, while other mills are working up soured logs and offering the product at low prices.

While cooperage stock is so unstable, lumber, especially basswood and hardwood, is showing an upward tendency, and a great many logs intended for cooperage stock are being cut into lumber.

We do not look for much change in the situation until prices are standardized and confidence of the buyers is established. Trade generally is improving slightly and it is to be hoped that those who have prophesied a boom in business before long are right.

## LACK OF RAIN NOW MENACES NEW YORK'S APPLE CROP WHICH WEATHERED THE SPRING FREEZES, SAYS C. M. VAN AKEN

In line with the JOURNAL'S Annual Apple Number we want to add such reports as we have received. For instance, the Mississippi Valley and the surrounding territory was wiped off the map, as far as fruit is concerned, a long time ago.

The Shenandoah Valley with its surrounding territory hung on for a time, but a freeze there put that section in a position where but few apples can be expected.

New York State has been holding the center of the stage. The crop there was but little affected by the cold weather of the spring and cooperage stock people flocked to that section like flies around molasses. But discouraging news is now coming from there. It is a month now since they have had any rain—the apples are falling badly and one of the New York State apple growers

who was in the city recently was of the opinion that unless rain came very shortly the apple crop of New York State would be about the same as that of the other sections referred to. It is impossible to put back apples that have fallen, but a good, heavy rain now would help to save the apples that are left. So New York State, from the apple standpoint, is hanging between a little and nothing.

Throughout this section barrels of many different sizes are made and used for various purposes. A little stock is required all the time, but the barrel manufacturers without exception report but little doing.

There seems to be two or more cars of stock for every car that is needed and the result is that prices are low and the buyers come pretty near getting the stock needed at their own price. In this locality it looks as though but little change can take place before the time comes to arrange for next year's crop.

### TO KEEP THE WOODEN BARREL IN THE CRANBERRY FIELD

To stop further invasion of the cranberry field by substitute containers and to maintain the standard 115 pound wooden barrel's supremacy in the cranberry trade, the Barrel Committee of Cape Cod, Wareham, Mass., has just been organized. Mr. J. A. Holmes, of Rock, Mass., heads the committee as chairman, with Philip S. Cole acting as secretary. The barrel organization will move against the increasing use of the half-barrel box in the shipping of cranberries. Speaking of the barrel committee's plans, Secretary Cole says:

"The use of the half container is contrary to the general tendency of using a standard package and the successful marketing of cranberries for over half a century in standard wooden barrels should not be overlooked by growers. Mr. Cole points out that the marketing of the product in standard wooden barrels has been an important factor in the development and prosperity of the cranberry industry."

### BANKERS IN CONVENTION INDORSE CONTENTION THAT U. S. SHOULD RETAIN WORLD'S FINANCIAL RESPONSIBILITY

Six hundred delegates representing 1,121 trust companies and national banks, attending the annual sessions of the New York State Bankers' Association at the Ambassador, Atlantic City, N. J., June 23d, warmly endorsed contentions of prominent speakers that the United States in shouldering the world's financial responsibility should plan to retain that status permanently.

"The surplus wealth of the Nation must seek outlet in foreign investments, and because of this future field for American capital the banks and trust companies should make a closer study of securities and opportunities in international financial operations," J. N. Babcock, vice-president of the Equitable Trust Co. and president of the New York City Association of Banks and Trust Companies, told the delegates.

#### Manufacturers Must Sell Abroad or Wither at Home, Says Wm. C. Redfield

"We must sell abroad or wither at home," former Commerce Secretary William C. Redfield said, "Only through the Foreign Trade Financing Corporation or similar organizations can adequate long-term credits be acquired for present and future trade abroad.

"We need close and friendly touch with all the world, for only by getting their goods can we hope to be paid for the goods we have sold and are to sell. We need the good will of the world, and this is not to be had by shutting the world out just when we most need it in. We are not sufficient unto ourselves," Mr. Redfield said.

#### Truth in Advertising

"The public has a right to believe absolutely the advertising which it reads," declared R. H. Lee, counsel of the National Vigilance Committee, Associated Advertising Clubs of New York. "The man who does not tell the absolute truth about the goods he advertises," he continued, "is a menace to business men and to the public. On the other hand, the advertiser has a right to have his advertising believed. The advertiser pays for space in order to sell, and his business should not be jeopardized by the illicit advertising of fraudulent firms. Then, the newspaper or any other medium should not accept advertising copy that is not authentic, and I am happy to say that because of the work of the National Vigilance Committee, not one decent paper in the country will now accept copy that is known to be fraudulent."

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The Cooperage Company of Canada, Ltd., Toronto, Ont., have been incorporated. The new firm will manufacture and deal in barrels, kegs and other packages.

### NOTHING TO THE PAPER BARREL

Truly if faith in a package was to be found anywhere it would naturally be found among the manufacturers of that package, but according to the Fibre Drum Company, of Manayunk, Philadelphia, Pa., which company has had experience along the line of manufacturing paper barrels with the Snyder machine, the wooden barrel manufacturers need have no apprehension concerning the paper barrel.

The Fibre Drum Company have found paper barrel making anything but satisfactory and are quite convinced that unless some revolutionary improvement is forthcoming in material and methods of producing the so-called paper barrel that it is a snare and a delusion. The paper barrel as manufactured today from the highest grade stock adapted to the purpose and with the aid of the most improved and latest machinery, cannot be considered in any sense a competitor of the wooden barrel. Like numerous other projects in the realms of experimentation in substitute containers, the paper barrel seems doomed "to die a-borning."

The supremacy of the wooden barrel, even assailed as it is by the supporters of different substitute packages, can safely be claimed by the cooperage industry, and with the proper support—which support now seems assured—in the way of quality production by manufacturers, backed up by a consistently energetic and progressive campaign of educational and boosting publicity by every barrel manufacturer, the enviable position which the wooden barrel, as the King of Shipping Packages rightly dominates, can be made impregnable.

### BUSINESS NEEDS STATISTICAL INFORMATION, SAYS SECRETARY HOOVER

Herbert Hoover, Secretary of Commerce, in the June issue of The Nation's Business, says:

"Viewing the disastrous phenomena of boom and slump in the light of what the government can properly do, I believe there has been a great underestimation as to the potential importance to commerce and industry in this connection of an adequate service of statistics. I believe that the stability and soundness of business can be greatly enhanced and that vicious speculation can be curtailed by a more adequate information service maintained by the government.

"What I mean is that we should have more timely, more regular and more complete information of the current production and consumption and stocks of every great commodity in the United States. I am convinced that we should go even further than this: that we should secure and publish the proportion of the total equipment of more important industries, that is, in current production, together with the total proportion of labor complement that is in service; and that in a few commodities it may be well to procure and publish the primary prices.

"If, for instance, last autumn the public had realized that our stocks of coal on the surface were probably above normal, that at the time they were bidding for coal at $15 per ton, the actual realization at the mine was probably less than $4; if they had been aware that the capacity of the coal mines was even then not running over 80 per cent.; that the limitation of supply was due to railway difficulties which would be solved with a little patience; then I am convinced that many sensible people would have stayed out of the coal market and that we should have had no buying panic, with its profiteering, its consequent slump and great losses.

Another instance is the rubber industry, and I believe the members of that industry will bear me out in saying that if there had been an accurate monthly statement of the current ratio of production capacity and operation in the different branches of the industry, and of the stocks of major manufactured and raw materials in hand, they would have been saved tremendous losses not only in over-accumulation of goods, but also in over-expansion of equipment.

Various industries have tried time and again to secure such data informally, but it is essential to success that it should be collected and presented to the whole commercial community, buyer, seller and banker, by some department of the government which approaches the problem in a purely objective way, which will hold the individual return absolutely confidential; and from which the whole public and the industry can enjoy equality of service. Such services are partially conducted in many different bureaus of the government, but to accomplish their real purpose and greatest value they must be consolidated and conducted more efficiently and from a much broader point of view. I have little doubt that the present expenditures of the government, if directed by consolidated effort, would cover the entire service necessary.

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The plant of Jeff Dent, Pine Bluff, Ark., is being fitted to turn out nail keg staves. Plant capacity will be 8,000 staves.



## WANTS IN COOPERAGE LINES

*Ira H. Rea, Harbeth, Mich., is in the market for 500 or 600 apple barrels.*

*G. E. Ward, Ravena, N. Y., is in the market for 3,000 apple barrels.*

*E. L. White, Bowdoinham, Maine, is in the market for 1,200 apple barrels.*

*C. L. Gold, West Cornwall, Conn., is in the market for 1,000 apple barrels.*

*Julian A. Dimock, East Corinth, Vt., is in the market for 1,000 apple barrels.*

*R. S. Maley, New Smyrna, Fla., is in the market for slack barrel machinery.*

*The Laurel Company, Laurel, Ind., is in the market for 2,500 or 3,000 apple barrels.*

*F. S. Hayden, Wyoming, N. Y., is in the market for a mixed car of apple barrel stock.*

*J. McL. Stevens, Orwell, Vt., is in the market for a matched car of apple barrel stock.*

*P. T. Feustermacher, Allentown, Pa., is in the market for quotations on one car of apple barrels.*

*Thos. J. Kennedy, 60 Clark Street, Canandaigua, N. Y., is in the market for apple barrel stock.*

*W. J. Best, Villisca, Iowa, is in the market for quotations on a few cars of apple barrel stock.*

*Borden Lumber Co., Fernandina, Fla., is in the market to correspond with wooden hoop manufacturers.*

*Joseph A. Nowitz, 10 Lee Street, Charleston, S. C., is in the market for gum heading and steel hoops for syrup barrels.*

*Adams Co. Fruit Packing & Distributing Co., Biglersville, Pa., is in the market for hoops and heading sufficient for 5,000 apple barrels.*

*John F. Foy, 9 Union Street, Saratoga Springs, N. Y., is in the market for new tight barrels in less than car lots. Quotations from nearby manufacturers requested.*

*The Clarewin Co., Crozet, Va., will later on be in the market for stock sufficient to make up 20,000 apple barrels during the winter. They will need no barrels for 1921 packing, as the crop is a failure. Normal barrel requirements of The Clarewin Co. are between 20,000 and 25,000.*

### SUDDEN DEATH OF E. F. COOPER

Only one incident occurred to mar the happiness of the 24th Annual Convention of the National Hardwood Lumber Association, held in Philadelphia, Pa., at the Bellevue-Stratford, during June. This was the death of E. F. Cooper, mill goods sales manager for Henry Disston & Sons, Inc. Mr. Cooper had attended the annual banquet of the Association, held in the Bellevue-Stratford Hotel on Thursday evening, June 9th. He engaged a room for the night at the Manufacturers' Club. Friday morning, June 10th, at about 8 o'clock an attack of acute indigestion caused Mr. Cooper to telephone for a doctor. He was dead when the doctor arrived.

E. F. Cooper entered the employ of the House of Disston on October 1, 1871. After spending two years in the factory he entered the saw mill that Henry Disston had established for the purpose of making practical experiments in running saws. Here for six years Mr. Cooper gained practical mill experience and many useful ideas which he absorbed from visiting mill men who came from all parts of the country to witness the experiments.

For the next six years he engaged in sawmilling and millwright work in various States. Then for five years he traveled, selling the Disston line. At this time Mr. Cooper entered the mill business and spent two years with his own mill. Then he returned to the Disston organization in 1892. He became Northern Mill Goods Sale Manager and was appointed Mill Goods Sales Manager in 1909.

Mr. Cooper was familiar with all the saws and machines in use by the progressive lumbermen and woodworking trades of today. His father and grandfather had been mill men. He was born with a love of the business, an ambition to perfect his knowledge and a capacity to absorb information. From the business standpoint he is a great loss to the trade. But that loss is small compared to the feelings of the host of his friends. His amiable character, his integrity and justice in dealings—both business and personal—his ability to give himself in service won for him the respect and admiration of those who came in close contact with him.

Mr. Cooper is survived by his wife, two sisters, Mrs. Burkholder and Mrs. Carter, both of Philadelphia, and three brothers, John L. and Charles H., both Disston salesmen, and George M. Cooper, assistant superintendent in charge of the Disston Band Saw Department.

## WITH THE PHILADELPHIA COOPER

While the cooperage trade as a whole, in and around Philadelphia, is laboring under much the same business conditions as are affecting all other cooperage centers throughout the country, there are, however, symptoms to be detected by the keen observer that give a reassuring and encouraging aspect to the situation from the Quaker City coopers' standpoint.

The severe curtailment of all exports, the general depression in domestic manufacture, and the small crop of early vegetables, notably the close-by Southern potato yield, are three of the chief contributing factors of the present inactive market for barrels.

#### Resumption of Oil Exports Will Help Barrel Man

In the tight barrel line, which in this market is largely dependent on oil shipments for an outlet, the dealers in both new and used packages are forced to play a waiting game until such time as the big oil companies using this port for export begin to move their product overseas.

In some quarters there is a tendency to look upon the early resumption of oil exports as almost assured and to regard the outlook for good business in the fall as highly promising. This prognostication is based upon indications of various import, the most significant of which is the fact that one of the big oil exporting companies has been buying barrels steadily, presumably in preparation for large shipments in the early fall.

In the slack barrel line, business is somewhat spotty. There is no specially brisk demand for slack cooperage for any particular commodity, but the volume of demand for all classes of slack barrels, taken as a unit, is fair.

#### Cooperage Manufacturers are Alive to Business Opportunities Offered by Chemical Trade

With the packing of the Southern potato crop about completed the next general movement of goods using slack packages in large quantities will be in fish and chemicals. Fish barrels are being sold in good volume even now and chemicals should begin to evidence a demand very shortly.

Prices during the past six months have gradually dropped to a level which leaves the dealer a margin of profit which is entirely too close to be satisfactory, but with the opening of the fall trade a reaction is expected that, in the opinion of the majority of the best posted men in the trade will raise market quotations to a point where normal profits will again be realized.

#### Monthly Association Activities Big Trade Help

The two barrel dealers associations, representing the tight and slack branches of the trade respectively, continue to show that activity and concerted effort which is so vitally necessary to the accomplishment of any real constructive work. Both groups are meeting once a month and will continue to do so throughout the summer, which, considering the fact that the usual proceeding for business bodies of this type is to suspend the regular gatherings during the hot weather, gives evidence of a commendable spirit of earnestness and determination on the part of the individual members to make their respective organizations pay dividends in the form of real and substantial trade benefit. The trade, taken collectively, is convinced that the depths of the depression have been sounded, that the bottom has been reached, and that any change in conditions that may develop will necessarily be for the better. While it is difficult to secure any definite or decided statement as to a specific date or time when a revival of brisk trading might be expected, there is nevertheless a distinctly stronger and more marked evidence of awakened interest and optimism being displayed among the dealers than was to be observed a month ago.

#### Trade Briefs and Personal Mention

J. A. Warnock, of the J. J. O'Conner Co., Inc., Jersey City, was in Philadelphia on a business trip June 21st and 22d. Mr. Warnock reported the second-hand barrel business as being satisfactory in their Jersey City plant.

D. E. Reagan, secretary-treasurer of the Bayway Cooperage Co., Elizabeth, New Jersey, made an overnight visit to the city June 22d. Numerous inquiries for new and used barrels are being received, according to Mr. Reagan, and he looks on the general business situation as improving.

That the barrel business in and around Hoboken is as good as present conditions give warrant for expecting it to be is the view expressed by John Connelly, president of John Connelly, Inc., Hoboken, New Jersey, when interviewed in Philadelphia in the latter part of the month.

The N. & H. O'Donnell Cooperage Company, makers of slack barrels of all kinds, report business as being fairly satisfactory—the plant running about 70 per cent. capacity. Mr. A. J. Toland, in commenting on general trade conditions, spoke in an optimistic vein and gave out the impression that he expected a general resumption of buying at an early date.

Christopher Koch & Sons report a brisk business in potato barrels this month, but trade in general only fairly good. Spotty markets and unstabilized prices, according to Mr. Fred Koch, are responsible for the present dull tone of business.

Business with the Vigo Cooperage Company is fair at present, with indications pointing to an improvement in the near future. Inquiries for stock and finished barrels are being received in greater volume and the trade in general is exhibiting a livelier interest than was apparent a month ago.

A brisk trade in fish barrels is reported by John J. McDevitt, Catharine and Swanson Streets. Mr. McDevitt's business, according to his assurances to the JOURNAL, is showing quite a satisfactory volume. He further anticipates a good market for chemical barrels in the fall. Arrangements are being completed for the removal of his plant from its present location to a new site which has been secured at 854-6-8 Swanson Street, where a more commodious and up-to-date cooperage plant will be erected. Plans for the new plant are being prepared and operations will be under way within the month. Mr. McDevitt expects to occupy his new quarters about September 1st.

The Philapen Cooperage, dealers in tight cooperage, formerly known as the Southwark Cooperage Co., of which company I. Wiener is proprietor, announces its intended removal to the plant at present occupied by P. H. King. The transfer will take place upon the vacation of the property by Mr. King, who is building a new cooperage plant at Swanson and Shunk Streets, as is noted in another column of this issue of the JOURNAL. Mr. Wiener, of the Philapen Cooperage, states that before the proposed change his new plant will be thoroughly renovated and modernized. As to the present condition of business, he reports volume as being only fair at this time, but with the prospect for fall trade very encouraging, basing his prediction on an expected improvement in exports.

### NEW COOPERAGE PLANT OF HUGH O'DONNELL WILL BE STRICTLY MODERN

The rebuilding of the recently burned plant of Hugh O'Donnell, tight cooperage, Snyder Avenue and Meadow Street, Philadelphia, is being rapidly pushed to completion.

Immediately following his fire, as reported in the June JOURNAL, Mr. O'Donnell passed plans for the construction of a new plant of the most modern design, and the Hauseman Construction Company, to whom the contract was let, has been rushing work steadily. That part of the plant that was not damaged by fire will be thoroughly renovated, and when the new buildings are complete, the barrel plant as a whole will be one of the most up-to-date to be found anywhere.

The new plant will be equipped with every device and machine necessary for the perfect re-coopering of tight barrels as well as for making new packages. Mr. ODonnell, in discussing the plans for his new plant and its line of product, said most emphatically: "We are going to turn out barrels of better grade than we have ever done before, if that is possible. We are going to stress 'Quality' to the extent of making it the slogan of our business. We believe it is our duty to our individual trade and to our industry as a whole to build our product up to a standard and not down to a price, and we are going to do it."

How well Mr. O'Donnell is equipped to do business in a big, progressive and entirely up-to-date manner can be accurately judged by the view of his loading yard alone, which is shown herewith.

In reporting on present trade conditions Mr. O'Donnell said he found business a trifle more stabilized than it was a month ago, with volume of demand fair.

### P. H. KING TO MOVE TO NEW PLANT LOCATION AUGUST 15TH

The barrel and keg plant of P. H. King, the business of which plant Mr. King recently took over from Joseph Kelly & Co., will shortly be moved to its new location, corner of Swanson and Shunk Streets, where operations have been started on what Mr. King assures the JOURNAL will be a factory of the most modern design and up-to-date equipment. The main building will be a one-story structure, 175 by 30 feet in dimensions, of brick and steel construction and so designed in the arrangement of the various departments as to afford the greatest efficiency and the minimum of handling in turning out the finished package.

Light, air, sanitation and the comfort of the employes have all been provided for in the plans of the new plant. A brick office building and garage, together with storage sheds of 15,000 or more barrel capacity, will also be built.

### NORTH COAST FLOUR MILLS SEEK OUTLET

A late report from Seattle, Wash., is to the effect that North Coast flour millers have asked the Countiss group of Eastern railway lines to grant a reduction on flour to Memphis to seventy cents per 100 pounds, and to make such rate applicable to Chicago and Kansas City. This will permit the applicants to enter the Southeastern flour-consuming territory on a fair parity in competition with Middle Western mills for the pastry flour trade.

With the unsettled state of foreign exchange, North Coast millers feel that it may be many months before they can bring up their mill capacity to normal. Flour outlets must speedily be found. Mills in the interior of the State are pressing for lower rates to Philadelphia, Pittsburgh, New York and Boston. Should the Middle Western group of railways refuse to grant rate reductions, recourse will be had to water routes in reaching North Atlantic ports.

### THE W. M. DAVIS STAVE COMPANY

No move in cooperage circles was of more interest to the trade than the taking over of the entire business of the well and widely known slack stave manufacturers, the Davis-Wood Stave Co., Memphis, Tenn., by Millard M. Davis. There is nothing about the slack stave manufacturing business that "Millard M." does not know, and under the new firm name of The W. M. Davis Stave Company, not only will all the old and well satisfied customers of the Davis-Wood Stave Co. be specially cared for, but the many new friends which Mr. Davis' increased manufacturing facilities are bound to bring within his fold, will also have the best attention. Judging from past history The W. M. Davis Stave Co. will forge steadily forward.

View of the Barrel Loading Yard of Hugh O'Donnell's Tight Cooperage Plant, Snyder Ave. and Meadow St., Philadelphia. Mr. O'Donnell at extreme left overseeing activities.

# The Apple Crop for 1921

In spite of all hopes and expectations and even in the face of what appeared a certainty last March, the safety of late apples from severe damage, the apple crop of 1921 as a whole is a reported failure. In some States, notably Virginia, this is the first year that the apple crop has been practically wiped out. Abnormal weather conditions in March and April is the reason for the apple crop loss, and even after escaping the severe spring freezes such of the fruit as gave promise of having escaped suffered by the drought of the first three weeks of June and succumbed. New York crop, for instance, withstanding the early frosts, was reported to be suffering from the dry June spell, and what hope was placed on the crop as to final yield is somewhat uncertain at this time.

Taking the country in sections, and averaging according to reports so far received the East will have 53 per cent. of a yield, the middle states 30 per cent. and the northwest 75 per cent., while as a whole the 1921 apple crop as now viewed will average about 53 per cent. Unfortunately for the cooperage industry it is the barrel using states that have suffered the heaviest crop losses. And again, on the other hand, business conditions have been such that stock manufacturers have no extra heavy supply of any kind of stock on hand, therefore, while the failure of the apple crop is regretted, it is nevertheless a bit of good luck that with the poor apple yield there is also no oversupply of apple stock or barrels.

Hundreds of reports were received by the Journal this year, but owing to the similarity of them all we have used only a representative number from each section in order to show existing conditions. That the apple trade does not want to be out of touch with the cooperage and cooperage stock man, no matter what the present crop outlook, was evidenced by the many requests received for stock quotations for winter delivery, so that preparation could be made for the 1922 crop.

As R. G. Philips, Secretary of the International Apple Shippers' Association, says in reporting for our July issue, "Just how the total 1921 crop of United States and Canada will size up as compared with last year will have to await further development." Therefore we will wait and better news may be forthcoming in August.

## APPLE-GROWING METHODS MUST BE REDUCED TO A SCIENCE IN ORDER TO OFFSET WEATHER ADVERSITIES, SAYS JAMES HANDLY

QUINCY, Ill., June 29, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The prospects for satisfactory apple harvests in the Middle West this year have many discouraging features. An exceptionally warm and open winter followed by early dawning of the spring season, developing buds, brought a beautifully abundant blossoming, rich in promise, only to be blighted and blasted by two late blizzards coming outside the boundaries for such anticipated visits.

The unexpected happenings caused depression and discouragement to many apple growers, yet, on the other hand, there were many growers, with the determined spirit of making the best of what they had, redoubled their vigilance and watchful care, giving required attention and repeated sprayings with assurance of being rewarded by having some returns at harvest time.

And those with sufficient energy to pluck flowers of safety from nettles of danger will gain some good results. With every passing season it becomes more and more apparent that methods of growing apples must be reduced to a science.

Pilots of vessels crossing trackless oceans can by no means prevent or control storms or whirlwinds that may confront their courses, yet they are aware they must be masters of the situation, equipped with sufficient skill to steer along lines of safety.

While it is conceded that many features of the late spring blizzards could not well be avoided, yet is is very apparent that the worst and heaviest damages fell upon the neglected orchards. For instance, Dr. J. R. Lambert, of Quincy, owner of large orchards in Adams and Pike Counties, Ill., has assurance of fifty per cent. of a crop of Grimes Golden and seventy-five per cent. of a crop of the very desirable Jonathans.

As Dr. Lambert is noted for using the best and most available methods in his system of orcharding, the offices of president of the Illinois State Horticultural Society and also of the Mississippi Valley Apple Growers' Association were practically forced upon him. Both societies are strictly cultural organizations, formed especially for educational purposes. Hence it may be safely concluded that the distinguishing success of the doctor's orchards is not wholly due to any caprice of chance.

The axiom that reaping is governed by sowing becomes as clear in orcharding as in any other pursuit. At different horticultural meetings problems for enhancing tenacity of stems of apples for holding on to twigs have been presented and discussed, but the too frequent June droppings indicate neglect of studies and observations along such lines. All courses having bearings on successful orcharding should have serious and earnest attention.

The country this year, for home consumption and foreign export, will have to depend largely upon New York and some eastern sections, and especially upon the apple producing regions of the noted Northwestern States. As every crop in the Middle West is estimated and counted by barrels, the demand for such stock will be governed by estimated harvests.

The present year will naturally cause an excessive demand for half barrels and barrelettes. Where crops in the Middle West will be short and growers, like tailors, will feel like cutting garments according to measure of cloth, the growers will have a decided preference for the smaller and more convenient packages. Then, for home consumption, families buying economically and not having room for a full barrel, would have less waste and better service in using half barrels or barrelettes.

It is to be hoped that the occasional failure of apple crops will discourage none engaged in orcharding, for, taking the average of years, when properly managed, there is more success than failure.

As too often causes for failure can be traced measurably to neglect or indifference on the part of growers. National Apple Day was instituted for a general balancing of accounts. A time when growers are especially urged to have introspections, with searchings for causes contributing to either success or failure and to profit by findings for either results. When apple day was first instituted it was thought one day in the year would be helpful for purposes indicated, but it has finally been decided that an apple week would be better than an apple day. The annual event commences on every Hallowe'en and continues for one week.

Yours very truly,

JAMES HANDY,
*Founder of National Apple Day.*

## ILLINOIS WILL PROBABLY HAVE LIGHTEST CROP IN YEARS, SAYS F. H. SIMPSON

FLORA, ILL., June 22, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The situation here in Illinois, as well as Indiana and Missouri and other producing Middle West points, is about as follows: The three freezes, commencing with Easter, got all the peaches and pears and left us only a very scattering crop here and there of apples of either summer or winter varieties. Probably the lightest crop in prospect for a dozen years.

My opinion is that there is enough barrel material already in the Middle West, if properly distributed, to take care of all the apples that are in prospect. I doubt if there will be any summer apples put in barrels to amount to anything.

Yellow Transparents are now being moved out of Union and Johnson Counties and they are going out in baskets.

The writer is a member of the International Apple Shippers' Association and chairman of the Container Committee of that Association. I have been in correspondence with the committee in the various parts of the country, and it develops that barrels, with six wooden hoops can be bought at 40c-50c. Some price as high as 60c, having been named in western New York.

Baskets are down as low as $2 at this time, through the basket association selling agency at $2 delivered, and through independents can be bought lower than that.

We, as a marketing agency this season, are up against it for something to market and the coopers are likewise up against it in this middle west territory.

Yours truly,

F. H. SIMPSON,
*F. H. Simpson Fruit Co.*

## THE APPLE CROP AS REPORTED BY THE DEPARTMENT OF AGRICULTURE

The June 1st report of the Department of Agriculture on the 1921 apple crop with the condition of the crop at the same time last year, as well as the ten-year average for comparison purposes, was as follows:

| | 1921 Per cent. | 1920 Per cent. | Ten-year aver. | Forecast 1921 from conditions Barrels | Final Est. 1920 Barrels |
|---|---|---|---|---|---|
| Maine | 98 | 81 | 85 | 1,268,000 | 643,000 |
| N. Hampshire | 85 | 85 | 82 | 450,000 | 440,000 |
| Vermont | 80 | 91 | 84 | 544,000 | 533,000 |
| Massachusetts | 58 | 86 | 85 | 701,000 | 1,226,000 |
| R. Island | 60 | 80 | 84 | 65,000 | 113,000 |
| Connecticut | 65 | 90 | 84 | 455,000 | 840,000 |
| New York | 48 | 95 | 80 | 6,466,000 | 18,550,000 |
| New Jersey | 35 | 90 | 79 | 387,000 | 1,374,000 |
| Pennsylvania | 24 | 86 | 75 | 1,592,000 | 7,912,000 |
| Delaware | 16 | 70 | 68 | 60,000 | 339,000 |
| Maryland | 16 | 78 | 68 | 183,000 | 1,110,000 |
| Virginia | 7 | 70 | 62 | 450,000 | 5,070,000 |
| W. Virginia | 9 | 69 | 60 | 320,000 | 2,340,000 |
| N. Carolina | 20 | 75 | 62 | 349,000 | 2,634,000 |
| S. Carolina | 65 | 76 | 64 | 392,000 | 494,000 |
| Georgia | 52 | 78 | 66 | 371,000 | 588,000 |
| Ohio | 33 | 82 | 67 | 1,489,000 | 4,397,000 |
| Indiana | 25 | 78 | 66 | 573,000 | 2,032,000 |
| Illinois | 32 | 75 | 67 | 1,237,000 | 2,058,000 |
| Michigan | 52 | 85 | 76 | 2,086,000 | 5,500,000 |
| Wisconsin | 66 | 88 | 85 | 758,000 | 1,216,000 |
| Minnesota | 71 | 89 | 82 | 384,000 | 487,000 |
| Iowa | 35 | 80 | 74 | 516,000 | 1,470,000 |
| Missouri | 8 | 63 | 68 | 240,000 | 1,694,000 |
| South Dakota | 60 | 90 | 85 | 70,000 | 74,000 |
| Nebraska | 15 | 60 | 72 | 85,000 | 250,000 |
| Kansas | 5 | 40 | 67 | 46,000 | 381,000 |
| Kentucky | 18 | 71 | 64 | 451,000 | 1,960,000 |
| Tennessee | 20 | 71 | 58 | 466,000 | 1,734,000 |
| Alabama | 55 | 65 | 62 | 344,000 | 420,000 |
| Mississippi | 51 | 69 | 61 | ..... | 42,000 |
| Louisiana | 58 | 55 | 60 | ..... | ..... |
| Texas | 48 | 42 | 67 | 104,000 | 117,000 |
| Oklahoma | 29 | 40 | 68 | 152,000 | 182,000 |
| Arkansas | 3 | 75 | 69 | 42,000 | 1,240,000 |
| Montana | 90 | 65 | 84 | 405,000 | 385,000 |
| Wyoming | 78 | 91 | 88 | ..... | ..... |
| Colorado | 55 | 85 | 75 | 745,000 | 953,000 |
| New Mexico | 30 | 45 | 69 | 155,000 | 188,000 |
| Arizona | 25 | 58 | 74 | 15,000 | 33,000 |
| Utah | 80 | 90 | 81 | 269,000 | 306,000 |
| Nevada | 40 | 75 | 66 | ..... | ..... |
| Idaho | 85 | 80 | 78 | 1,155,000 | 1,210,000 |
| Washington | 93 | 85 | 78 | 6,889,000 | 4,473,000 |
| Oregon | 90 | 75 | 83 | 1,670,000 | 1,100,000 |
| California | 58 | 73 | 81 | 1,670,000 | 2,001,000 |
| United States | 41.8 | 79.3 | 71.8 | 35,869,000 | 80,147,000 |

## ILLINOIS WILL HAVE 25 PER CENT. OF NORMAL CROP, SAYS H. M. DUNLAP

H. M. DUNLAP, SAVOY, ILL., reports crop prospects as showing approximately 25 per cent. normal yield. Mr Dunlap will use about 10,000 barrels for this year's pack. He further reports that he has sufficient barrels on hand to cover his needs.



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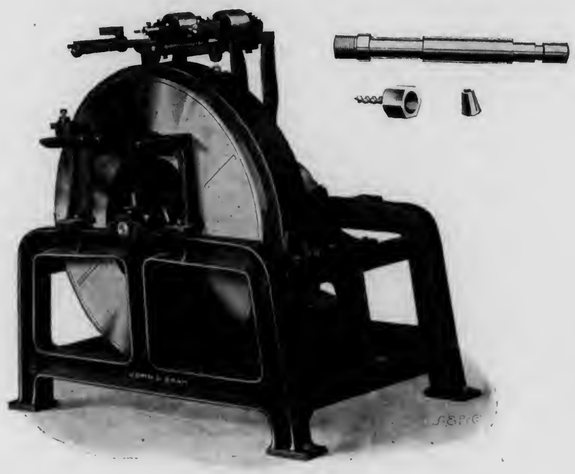

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TIGHT BINDING TEXT CUT OFF

## VIRGINIA'S APPLE CROP PRACTICALLY WIPED OUT FOR THIS YEAR, SAYS SECY. MASSEY

THE VIRGINIA STATE HORTICULTURAL SOCIETY
INCORPORATED
OFFICE OF THE SECRETARY
WINCHESTER, VA, June 17, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Following our usual custom, I take pleasure in again advising the JOURNAL of the apple prospects for Virginia, for use in its July Annual Apple Number.

Due to a killing frost at blooming time the apple crop in the State has been practically wiped out for the current year, and will produce scarcely 5 per cent. of a normal output. The best fruit prospects in the State are to be found in the northern counties where there is possibly a 10 per cent. crop of York Imperial and Ben Davis. The middle and southern sections of the valley districts and also practically all the Piedmont district, will have practically nothing to pack and ship this year.

This is the first time the crop of Virginia has ever suffered such a loss from abnormal weather conditions in the history of the industry, but our growers are confidently looking forward to being an important factor in the game next year.

With best wishes, I am

Yours very truly,
W. P. MASSEY, *Secretary.*

## PENNSYLVANIA'S 1921 COMMERCIAL CROP WILL APPROXIMATE 517,000 BARRELS

PENNSYLVANIA
DEPARTMENT OF AGRICULTURE
HARRISBURG
June 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Replying to your communication of the 16th instant, beg to inform you that according to information gathered by this Bureau on June 1st it appears that the apple crop in Pennsylvania this year will approximate 26 per cent. of normal, or 5,176,000 bushels, compared with 20,825,000 bushels last year. The commercial crop is about 30 per cent. of the total crop and will be approximately 517,000 barrels.

Most respectfully yours,
L. H. WIBLE,
*Director, Bureau of Statistics*

## WEST VIRGINIA WILL NOT HAVE OVER 100,000 BARREL YIELD FOR THE YEAR

MARTINSBURG, W. VA., June 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Prospects for an apple crop through this section for this season are the poorest we have ever seen and we do not believe we will harvest over 10 to 15 per cent. of last year's production, which was approximately 800,000 barrels for the entire Eastern Panhandle of West Virginia. We hardly think there will be over 75,000 to 100,000 barrels used through the above section this season.

Yours very truly,
ROTHWELL-GATRELL CO.

## ONLY 15 PER CENT. OF AN APPLE CROP FOR MISSOURI

UNIVERSITY OF MISSOURI
COLUMBIA
June 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The State will produce not more than 15 per cent. of its usual apple crop. Very few growers consider their apple crop prospects good enough to warrant making the regular summer sprays. The blackberry crop is the only fruit crop that the State will produce in anything like normal quantity.

Yours very truly,
V. G. GARDNER,
*Professor of Horticulture*

## INDIANA'S APPLE YIELD WILL NOT EXCEED 10 TO 15 PER CENT. OF A NORMAL CROP

INDIANA HORTICULTURAL SOCIETY
OFFICE OF SECRETARY
SOUTH BEND, INDIANA
June 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The report I have to make this year as to the Indiana apple crop will be necessarily short. Outside of counties lying north of the 41st parallel or thereabouts, it spells failure. There are few apples in occasional well-located orchards, but there is nothing like a crop in the State. Probably it will not exceed 10 or 15 per cent. of the normal yield.

Very truly yours,
H. H. SWAIM, *Secretary.*

## FROST-STRICKEN APPLE CROP MAKES SPLENDID EFFORT TO RECOVER, SAYS SECRETARY O. F. WHITNEY

KANSAS STATE HORTICULTURAL SOCIETY
FOUNDED DECEMBER 15, 1869
CAPITOL BUILDING, TOPEKA, KAS., June 25, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The apple crop of Kansas is confined exclusively to the Arkansas Valley in the south central portion of Kansas. I have no close estimate of the number of bushels that may be gathered. There will be from 150,000 bushels to 175,000 bushels. This section is the only place that I know of in the State that will gather apples of any consequence. It is remarkable what a great effort the trees put forth after the freezes in trying to develop the latent fruit buds. One notable example that I know of is in an Ingram orchard where there will probably be 150 bushels of apples set from the bloom of the latent fruit buds. I wish I might give you a more favorable report, but this is the condition as I see it.

Very respectfully,
O. F. WHITNEY,
*Secretary.*

## THE OZARK FRUIT GROWERS' ASSOCIATION REPORT NO CROP

MONETT, MO., June 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

I regret very much that I am not in position to give you more information, or at least more favorable information. The Easter freeze killed all the apples and peaches in this section of the country. There will not be any commercial crop and therefore we have no report to make.

Yours very truly,
THE OZARK FRUIT GROWERS' ASSOCIATION,
J. W. STROUD, *Secretary.*

## NORTHEAST GEORGIA WILL HAVE FROM 40 TO 60 PER CENT. NORMAL CROP

STATE COLLEGE OF AGRICULTURE
ATHENS, GEORGIA
June 22, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In reply to your letter of the 21st, will say that the apple crop of northeast Georgia is rather spotted. Various estimates place the crop from 40 to 60 per cent. of a normal crop. The more northern sections of the State have little or no crop, while around Cornelia the crop will probably run from around 40 to 50 per cent. and in individual orchards possibly better.

It is estimated that approximately 100 carloads of apples will leave this section this year. Practically all of the fruit is shipped in boxes rather than in barrels.

Yours very truly,
T. H. MCHATTON,
*Horticulturalist*

## C. W. BAXTER, FRUIT COMMISSIONER, REPORTS ON CANADA'S APPLE PROSPECTS

FRUIT COMMISSIONER'S OFFICE
OTTAWA, June 23, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Our latest report covering conditions was published on June 1st and I am attaching same for your information. Since that date conditions have changed slightly, due largely to the expected heavy June "drop."

In Nova Scotia the present prospects are that the commercial crop will be slightly in excess of that of last year which was estimated at approximately 1,160,000 barrels.

The reports which we have from New Brunswick are to the effect that their apple crop this year will be approximately 10 per cent. in excess of last year, which was 30,000 barrels.

The apple crop in Quebec is somewhat better than it has been for the last few years, and the present prospects are that it will run very close to 100,000 barrels.

The Ontario apple crop is at present estimated to be approximately 80 per cent. of that of last year when the commercial production was, roughly, 1,600,000 barrels.

The province of British Columbia has experienced a heavy June "drop" and the present estimate is for 550,000 barrels, taking as a basis three boxes to the barrel.

Should any occurrence of vital importance to the crop prospects take place between now and the date on which the JOURNAL'S Annual Apple Number goes to press I shall be glad to advise you of same by night letter.

Yours faithfully,
C. W. BAXTER,
*Commissioner.*

## MARYLAND WILL NOT HAVE OVER 21 PER CENT. OF A CROP

THE MARYLAND HORTICULTURAL SOCIETY
COLLEGE PARK, MD., June 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Permit me to acknowledge receipt of your favor of the 21st relative to Fruit Crop Report in this State, and may I advise that I am sending herewith copy of our last report, dated June 15th, which I trust you will find of interest.

On the basis of the figures given, I do not believe the prospects will be much over 21 per cent. of a crop of apples for the entire State. Our production last year was 511,000 barrels—this year the prospects will be for less than 100,000 barrels. As you will note from the report in Washington County, our leading apple producing county, the prospect is only for about 5 per cent. of a crop, consequently the commercial crop—which is included in the estimate of less than 100,000 barrels—will be relatively small. There will perhaps not be 25,000 barrels in the State over.

Trusting this will give you the desired information and assuring you it will be a pleasure to be of service at any time, I am

Very truly yours,
S. B. SHAW, *Secretary.*

## INTERNATIONAL APPLE SHIPPERS' ASSOCIATION EXTEND INVITATION TO COOPERAGE AND COOPERAGE STOCK MANUFACTURERS TO EXHIBIT AT THEIR AUGUST CONVENTION—FREE SPACE WILL BE ALLOTTED

OFFICE OF THE SECRETARY,
522 MERCANTILE BUILDING
ROCHESTER, N. Y., June 17, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Replying to yours of the 16th, we have no definite figures to announce on the apple crop at this time and will not have until our Cincinnati convention, August 9th to 12th. It is too early to make any percentage figures. Just how the total crop for both the United States and Canada will size up as compared with a year ago will have to await further developments.

I want to extend to you a cordial invitation to attend our convention which will be held at the Hotel Gibson, Cincinnati, August 9th to 12th. We expect a large attendance and representatives present from all parts of the United States, Canada, and even abroad. We will provide free space for the exhibit of packages and all accessories. If any package or accessory manufacturer desires to exhibit, I would suggest that he get in touch with Mr. G. M. Weil, Chairman of Exhibits, 111 E. Front Street, Cincinnati, Ohio.

Sincerely yours,
R. G. PHILLIPS, *Secretary.*

## STANDARD BARREL IS THE PROPER PACKAGE FOR APPLES, SAYS JOHN C. SCHMIDT, PROPRIETOR OF SPRINGWOOD FARMS

YORK, PA., June 17, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The 1921 apple crop in this vicinity will not average over 20 per cent. We are hopeful of securing about this average, but understand that a number of the other growers are counting on even less; 10 per cent. to 20 per cent. may be nearer a general average based on present indications. The severe cold weather coming just after the warm weather is the cause of this shrinkage.

In reference to barrels we are firmly of the opinion that the standard apple barrel is the proper package and what we will again use this season, though with our carry-over from late deliveries last year we will require very few barrels this year.

Very truly yours,
SPRINGWOOD FARMS,
JOHN C. SCHMIDT, *Proprietor.*

## APPLE BARREL PRICES IN CANADA ARE NEARLY NORMAL, SAYS R. W. HODGETTS

DEPARTMENT OF AGRICULTURE
FRUIT BRANCH
TORONTO, June 29, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

At the present time the crop of apples in this Province does not look like a heavy one. In most sections we look for about 50 per cent. of last year's production, which was the largest since 1914.

This Province, like New York State, is an apple barrel Province, practically all of the winter varieties being shipped in that package, so that we are naturally interested in the cooperage business. Prices on these packages are more nearly normal and we expect there will be an adequate supply for this season.

Yours very truly,
R. W. HODGETTS, *Director.*

## The Apple Crop Briefly Reported by States

### NEW YORK

F. S. Hayden, Wyoming, N. Y., writes that his section will have 40 per cent. of a full apple crop and that the quality of the fruit is O. K. Mr. Hayden will use 2,000 barrels for his own needs, which packages he will make. He is now in the market for a mixed car of apple barrel stock.

Thos. J. Kennedy, 60 Clark St., Canandaigua, N. Y., reports about 40 per cent. of an apple crop for his locality this year. Mr. Kennedy advises that his immediate vicinity will use about 10,000 barrels for the 1921 apple packing. He is himself in the market for apple barrel stock.

Leslie Tanner, Medina, N. Y., reports 45 per cent. of an acreage crop as the 1921 apple yield for his section. Mr. Tanner advises that their association will use 10,000 apple barrels. Stock is purchased and barrels made.

Fred Carlton, Wyoming, N. Y., reports that this is an off year for the apple crop in his section. Mr. Carlton says about 10,000 barrels will be used in his locality this year and he will make from 6,000 to 8,000. He buys stock.

B. G. Pratt, 50 Church St., New York, whose orchards are in Jefferson County, W. Va., and Sussex County, Del., reports prospects for an apple crop very poor. He will use practically no barrels, and such as he does need will be purchased from local makers.

Frank H. Lattin, Albion, N. Y., reports the 1921 apple yield of this section as about 25 per cent. of the 1920 crop, with quality fair. Mr. Lattin will use 1,000 barrels, which he will buy locally.

G. E. Ward, Ravenna, N. Y., reports that the dry spell of the past six weeks has affected the apple crop in his section, in consequence of which, at time of reporting, June 17th, the fruit was dropping and a light harvest was expected. Mr. Ward will use 3,000 barrels for his 1921 packing, which supply he purchases from local coopers.

Case & Company, Sodus, N. Y., report about 40 per cent. of a full apple crop for their section this year. They will use 5,000 barrels for their 1921 packing, which barrels they buy from local coopers.

J. W. Sweigert, Appleton, N. Y., reports about 25 per cent. of a crop for his locality, but says that the quality will be good. Mr. Swigert will use 10,000 barrels for packing this year.

George I. Edgerton, Rock Stream, N. Y., writes that there will be about one carload of apples as the ultimate yield of the 1921 crop in his section this year. Such barrels as Mr. Edgerton needs are brought from local coopers.

Clark Allis, Medina, N. Y., reports only 10 per cent. of a crop for his locality and says he will need but 200 barrels for his packing. His barrel supply he buys locally.

Gilbert W. Peck, Ithaca, N. Y., reports 25 per cent. of a normal crop as the prospective apple yield of 1921. Mr. Peck will use 200 or 300 barrels, which supply he will buy from local barrel manufacturers.

W. P. Rogers, Williamson, N. Y., writes that his locality will have about 50 per cent. of last season's crop. As to his barrel needs, Mr. Rogers advises that he will use 2,000 barrels, which packages will be purchased from local dealers.

W. H. Hart, Arlington, N. Y., writes that his section will have a fair to light crop of apples this year, the orchards at time of writing, June 22, being much in need of rain. Mr. Hart will use 2,000 barrels for his packing, which are supplied by New York coopers. Mr. Hart advises that he uses second-hand barrels.

### MASSACHUSETTS

A. A. Marshall, Fitchburg, Mass., reports that his section will have about 50 per cent. of a full crop this year. As to his barrel needs, Mr. Marshall says: "I will use no barrels. Price was so high here last year that I used boxes and like them better. It will be hard work to change over again."

### NEW HAMPSHIRE

C. S. Abbott, Antrim, N. H., reports 50 per cent. of a crop for his section this year. Such barrels as Mr. Abbott will need he advises he will buy locally.

A. L. Hall, Rochester, N. H., writes that the crop in his section will be poor this year. As to barrel needs Mr. Hall advises that the price of barrels is too high and he will use boxes.

W. L. Herrick, South Lyndeboro, N. H., reports a very poor crop for his locality this year. Such barrels as Mr. Herrick will use he will buy locally.

### CONNECTICUT

E. D. Curtis, Bantam, Conn, reporting on the apple crop, says his section will yield 10 per cent, of last year's crop and 20 per cent. of a normal crop. Mr. Curtis advises that he will probably not use any new barrels this year as he has between 200 and 300 left from last season, which he believes will be enough for his 1921 barrel packing. Mr. Curtis further advises that he uses 80 per cent. to 90 per cent. of second-hand barrels.

L. C. Root & Son, Farmington, Conn., report that although the 1921 apple bloom was good, the fruit did not set, therefore the crop will be poor. Such few barrels as they need for their 1921 packing will be procured locally.

Davis D. Stocking, Weatogne, Conn., reports only a fair crop of apples for his section this year. As Mr. Stocking does not ship, but retails mostly, he advises that he uses baskets.

C. L. Gold, West Cornwall, Conn., writes that 50 per cent. of last year's apple yield will be the harvest for his section in 1921. Mr. Gold will use 1,000 barrels and is not in the market to contract for his supply.

Connecticut Valley Orchard Co., Kensington, Conn., writes that there will be only about a quarter of an apple crop in their section this year. They advise that they have enough new and second-hand barrels left from last year to supply their 1921 needs.

J. R. Houston & Son, Mansfield, Conn., advise that prospects for an apple crop in their section are poor. They will use no barrels this season.

### VERMONT

A. T. Clark, Vergennes, Vt., reports a medium crop for his section this year. Such barrels as Mr. Clark will need for his 1921 packing he advises he already has on hand.

E. Hill, South Hero, Vt., reports a fine yield of winter apples. 12,000 barrels will be used by growers in his immediate vicinity, Mr. Hill advises, some of the packages being made by local coopers and some shipped in.

Luther Putnam, Cambridge, Vt., writes that the apple crop will be almost an entire failure in northern Vermont, but there will be some fruit in the lake region and in southern Vermont. Mr. Putnam advises that he will have no need for barrels this year.

A. A. Halladay, Bellows Falls, Vt., reports a very poor apple crop for his section this year. As to barrel needs, Mr. Halladay advises that he and everyone about him is using baskets or boxes.

G. E. L. Badloson, Rutland, Vt., writes that owing to frosts, which badly damaged the fruit, there will be only about a half crop of apples harvested in his section this year. He will use but 200 barrels for his own packing.

Holmes & Holmes, Charlotte, Vt., report about a 30 per cent. apple crop for their locality this year. They will use 4,000 barrels for their 1921 packing.

Barnes Bros. Nursery Co., Yatesville, Vt., report crop prospects very poor in their section, only about 25 per cent. of a full yield being looked for. Such barrels as they will need for their 1921 packing they advise they already have on hand.

B. C. Buxton, Middletown, Vt., report only a 5 per cent. apple yield for this section, with no need for barrels.

J. McL. Stevens, Orwell, Vt., reports about 50 per cent. of a normal crop of apples for his section this year. Mr. Stevens advises that he will use 1,800 barrels for his 1921 packing and is now in the market for a car of matched stock.

Julian A. Dimock, East Corinth, Vt., reports conditions and apple crop prospects as A1 in his locality. Mr. Dimock will use 1,000 barrels for his own packing and is now in the market for his supply.

A. W. Aldrich, Springfield, Vt., advises that the apple crop in his locality is in good condition, with the prospects of a yield close to normal. He advises further that his barrel needs will be met by stock which was held over from last year.

G. H. Terrill, Morrisville, Vt., reports crop prospects around Morrisville as "good." Mr. Terrill will use approximately 200 barrels for his pack, which barrels he usually secures from local merchants.

### MARYLAND

R. S. Dillon, Hancock, Ind., report only 5 per cent. of an apple crop for his section this year. In 1920 Mr. Dillon shipped 80 cars of apples, while this year he advises that he may probably have four, in consequence of which he will use few barrels.

R. Bentley Thomas, Ednor, Md., reports only a 15 to 20 per cent. apple crop in his locality this year. What apples he has, Mr. Thomas advises, he will market locally in baskets.

### PENNSYLVANIA

Adams County Fruit Packing and Distributing Co., Biglersville, Pa., report the apple crop in their section very poor, only about 15 per cent. of a crop being looked for. They will use 5,000 for their own packing and are now in the market for hoops and heading. They manufacture their own staves and make their barrels.

P. T. Fenstermacher, Allentown, Pa., reports the apple crop poor in his locality. He will use one car of barrels and is now in the market for quotations.

W. E. Grove, York Springs, Pa., reports that his county, Adams County, will have only a 10-15 per cent. crop this year. Mr. Grove will use perhaps 500 barrels which he will buy locally.

D. N. Minick & Bro., Chambersburg, Pa., report 25 per cent. of a normal yield for their locality this year. They will possibly use 10,000 barrels for their own packing. They manufacture their own staves, buy their hoops and heading and make their own barrels.

Sunnyside Orchard Co., Tyrone, Pa., report a very poor crop for this year, possibly a 10 to 25 per cent. yield being finally harvested. They will use about 200 barrels for their own packing or may probably market their apples locally in baskets.

F. N. Fagan, Department of Horticulture, State College, Pa., reports only 25 per cent. of a crop for this year, advising that very few barrels will be used this year in consequence

F. L. Estabrook, Athens, Pa., reports conditions around Athens as indicating a crop of about 5 per cent. of normal yield. Mr. Estabrook is not in the market for barrels.

John F. Boyer, Middleburgh, Pa., writes a laconic "No apples" on his 1921 report. Consequently there will be "No barrels" for Mr. Boyer.

### VIRGINIA

M. M. Orndorff, Strasburg, Va., reports a very poor crop of apples for his section this year. For such packing as he will have Mr. Orndorff advises that he has plenty of barrels on hand.

A. W. Drinkard, Jr., Blacksburg, Va., reports the 1921 apple crop in his section all killed by spring frosts. Therefore there will be no barrel demand.

W. A. McComb, Arbor Hill Orchards, Staunton, Va., advises that there will not be a single barrel of apples harvested in his section this year.

G. O. Magann, Thaxton, Va., reports about 90 per cent. of the apple crop in his section ruined by frosts. Mr. Magann advises he will practically use no barrels.

McCue & Son, Greenwood, Va., reports only one-half of one per cent. of an apple yield for their locality this year. Up to March 29th last Messrs McCue & Son write us they expected to use 3,500 to 4,000 barrels. Now they will not use over 50.

R. P. Glass, Opequon, Va., reports almost a total failure of the crop in his section, only about 5 per cent. of a yield being looked for. Mr. Glass, in view of conditions, will need no cooperage.

M. G. Reilly, Blue Ridge Springs, Va., reports no apples at all in his county.

Stewart Bell, Winchester, Va., reports prospects bad for a crop in his locality this year. He will use about fifty barrels, which packages he had left from last season.

Barnhart Bros. Crimona, Va., write that because of the spring freeze that there will not be enough apples harvested in his section this year for home use. No barrels will be needed.

Shade Moore, Berryville, Va., reports about a quarter of a crop for his section this year. Mr. Moore writes that he will sell his fruit on the tree, and whoever buys this year will need about 400 barrels for packing purposes.

W. L. Martin, Middlebrook, Va., reports that there will not be a car of apples in his section this year. Therefore, with no crop, Mr. Martin says he will need no barrels.

The Clarewin Company, Crozet, Va., write that the crop will be a practical failure in their section this year. While The Clarewin Co. will not need any barrels for 1921 packing they will, however, be in the market later probably for sufficient stock to make up 20,000 apple barrels during the coming year. The Clarewin Company's shop is located at Jarman Gap, on the C. & O. between Crozet and Greenwood. Their normal barrel requirements are between 20,00 and 25,000.

C. L. Melton, Front Royal, Va., informs the Journal that there is no prospect for any apple crop in or around that locality. Mr. Melton states that practically no barrels will be used this year.



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MEMPHIS, TENNESSEE
MOBILE, ALABAMA

J. D. HOLLINGSHEAD CO. 208 S. LA SALLE STREET CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

### WEST VIRGINIA

McDonald Bros., Charlestown, W. Va., reports 15 per cent. of a crop for his locality. They will use 450 barrels, which package supply will be purchased from local coopers.

W. H. Somers, Chief Bureau Markets, Berkley Springs, W. Va., reports not more than a 20 per cent. yield for his locality this year. Mr. Somers advises that as most of the growers in and around Charlestown and Winchester, Va., make their own barrels. Such fruit as is harvested will be cared for by a sufficient barrel supply.

S. H. Fulton, Sleepy Creek, W. Va., reports 10 per cent. of a crop for his section this year and says what barrels he will need he already has on hand.

Highland Orchard Co., Martinsburg, W. Va., report about 20 to 25 per cent. of a normal yield for their section this year. They will use 200 or 300 barrels for their own packing and as they already have 500 on hand they are well supplied.

H. L. & W. F. Alexander, Charlestown, W. Va., write that their section will have about 25 per cent. of a crop this year. They will use 500 barrels for their own packing, which supply they will purchase locally.

C. P. Waugh, Wellsburg, W. Va., reports the apple crop in his section this year the worst failure ever. Ordinarily, they use about 1,500 barrels but will not need any this season.

Appleland Farm, R. D. No. 4, New Cumberland, W. Va., report 70 per cent. of a crop for their section this year. They will use 4,000 barrels for their own packing, which barrels are made right on the farm. Stock for supply is already on hand.

J. W. Johnson, Alderson, W. Va., reporting on crop says there will not be over 10 per cent. of a yield and that about a dozen barrels will hold all the apples of his county. As to barrel needs, Mr. Johnson says at the proper figure he might purchase his next year's supply now.

R. F. Fleshman, Peterstown, W. Va., reports the crop in that vicinity a total failure. Early frosts are set forth as the cause.

### MICHIGAN

Ira H. Rea, Harbert, Mich., reports 20 per cent. of a normal yield for his section. Mr. Rea will use 2,500 or 3,000 barrels for his packing and has all but 500 or 600 of his barrels.

### OHIO

Fred Hutchinson, Clyde, Ohio, reports 50 per cent. of a crop for his section this year. As to his barrel needs, Mr. Hutchinson writes that he may use one carload of barrels.

R. R. Robertson, Norwalk, Ohio, reports 50 per cent. of an apple yield for his locality this year. As to his barrel needs, Mr. Robertson advises that he "will use no barrels, but will handle their crop in small packages."

S. B. Yaple, Chillicothe, Ohio, reports the apple crop in his section a complete failure, therefore he has no barrel needs.

G. W. Armstrong, Lisbon, Ohio, writes that his section will have only 20 per cent. of a crop this year. Owing to conditions, Mr. Armstrong advises, he will not likely use very many barrels. No probable estimate was made.

U. T. Cox, Proctorville, Ohio, writes that the crop is very poor in his section, only 5 per cent. of a yield being looked for. No apple, no apple barrel needs.

W. R. Crane, Willoughby, Ohio, reports 30 per cent. of a crop for his locality this year. As to barrel needs Mr. Crane advises that baskets are used exclusively in his section.

W. F. Kamff, Coolville, Ohio, writes that the crop in his locality will be about 20 per cent. of normal yield. He further writes that he will use from 400 to 500 barrels for his own packing, which supply has already been provided for.

Jay M. Sage, Chardon, Ohio, informs the Journal that crop prospects around Chardon are very poor. Mr. Sage advises that he will market this year's crop in baskets.

### ILLINOIS

Norman W. Casper, New Burnside, Ill., reports the crop in his section a failure, therefore he will have no barrel needs this year.

S. D. Voris & Sons Co., Neoga, Ill., reports 20 per cent. of a crop of apples for their section. They will use 2,500 barrels for their own packing, which supply they have on hand.

L. R. Bryant & Co., Princeton, Ill., reports about 50 per cent. to 65 per cent. of last year's crop as the 1921 yield for their section. They will possibly use 500 or 600 barrels, using baskets largely for the early apple and say they are looking to have local trade to use the late crop and thus avoid need of packing.

Guy Beauman, Tunnel Hill, Ill., writes that there will be 10 per cent. of a crop in his locality. He will use 1,000 barrels, which packages he carried over from last year.

Lilly Orchard Company, Normal, Ill., report only about 25 per cent. of a crop of apples for their section, with no need for barrels.

### J. D. HOLLINGSHEAD CO. BOOSTING HALF-BARREL FOR APPLE TRADE

That the apple trade can be supplied by the cooperage industry with a package to suit its needs and desires, so far as size, etc., goes, and at the same time recover business lost to a substitute, is being demonstrated by those progressive barrel boosters, the J. D. Hollingshead Co., the Gold Standard Products manufacturers, of Chicago, Ill., in the supplying to apple shippers of their new type half barrel of 1½ bushel capacity.

#### New Half-Barrel to Replace Bushel Basket

In speaking of their new type half barrel, A. L. Poessel, secretary of the J. D. Hollingshead Co., says:

"It is the purpose of the new half barrel to replace the bushel basket in many cases, as it is an indestructible and non-crushable package, shaped like a tub, with a regular ⅜ inch wood cover fastened with strap iron. The cover is made in sections and is considered superior to other covers, as it affords additional ventilation.

#### New Package Is Arousing Interest

"The weight of these half barrels is 13 pounds and they can be nested so that 2,700 may be packed in a 50-foot car. The price will be 25 and 30 cents in car lots F. O. B. Louisville. In less than car lots the price would be the same with crating charges added. It is expected to get a ruling on these half-barrels under Class C freight classification. It is felt that there is a need for a standard half barrel which contains 1½ bushels, and considerable interest has already been aroused in apple, cranberry and potato sections."

Mr. Poessel has done some excellent work in the barrel-boosting line, which work, backed by the excellent facilities of the J. D. Hollingshead Co. for supplying both stock and barrel, has had telling effect. Their new half-barrel for the apple trade will be watched with special interest.

J. D. Hollingshead Co's. new type half-barrel of 1½ bushel capacity.

QUALITY SERVICE

# W. K. NOBLE

(Established 1887)

*Manufactures*

***Coiled Elm Hoops Headliners Staves and Heading***

***For SLACK BARRELS and KEGS***

Also can furnish material for ⟶ ***Veneer Baskets Complete***

WE want all users of this class of stock to write for prices — can furnish in full or matched cars. Our mills are located in Michigan, Ohio, Indiana and the southwest.

We also manufacture a full and complete line of MACHINERY for the manufacture of coiled elm hoops, staves and heading; also Machinery for Tight Cooperage Stock.

We also furnish complete outfits for rebuilt machinery for above purposes. *Also* BOILERS, ENGINES, Etc.

As a *By-Product* we manufacture the BEST POULTRY CRATE on the market —:— See cut below.

WRITE FOR PRICES AND SIZES

*Address Main Office*

**FORT WAYNE, IND.**

### INDIANA

THE LAUREL COMPANY, LAUREL, IND., report a poor crop for their locality this year. They will use 2,500 or 3,000 barrels for their own packing and are now in the market for their supply.

HICKORY HILL ORCHARDS, TREVLAC, IND., writes that as there will be no apple crop in their section this year there will be no barrels needed for shipping.

C. O. LEMMON, PETERSBURG, IND., reports the appla crop in good condition in his section, about 50 per cent. of a full yield being expected. Such barrels as Mr. Lemmon will use he buys from nearby manufacturers.

J. M. ZION, CLARK'S HILL, IND., reports the apple crop in his section this year the worst failure ever known. No apples, no barrels.

J. B. HAMER, GREENFIELD, IND., reports a poor crop this year for this locality. Mr. Hamer will do no packing this year, selling his fruit on the trees.

H. F. BUCK, ELBERFELD, IND., reports a poor crop for his section this year, only a 10 per cent. yield being looked for, in consequence of which Mr. Buck advises he will need no barrels this year.

J. A. CRAVEN, MOORES HILL, IND., advises that the early frosts ruined the apple crop around Moores Hill. Mr. Craven consequently is not in the market for barrels.

PENNINGTON, GEISSLER & CO., EVANSVILLE, IND., report the crop in their locality as showing for a production of about 50 per cent. of the 1920 yield. They will use from 1,500 to 2,000 barrels, which packages will be purchased locally as they need them.

E. P. COHILL, HANCOCK, IND., writes that his locality will have only 10 per cent. of the 1920 crop. Mr. Cohill says he will need no barrels this year.

### MISSOURI

W. A. IRVIN, SPRINGFIELD, MO., writes that there will be practically no apples in the territory surrounding Springfield. Mr. Irvin last year used 1,000 barrels, but due to the crop failure is not in the market this season.

C. C. BELL, proprietor of the C. C. BELL FRUIT FARM, BOONVILLE, MO., reporting under date of June 23, advises that crop prospects in that locality are very poor, and adds: "If apples continue dropping, we will not need many barrels." He further advises that he is not now in the market for barrels, but hopes to be at a later date.

A. J. NELSON & SON, LEBANON, MO., inform the JOURNAL that the apple crop in their community is a failure. They will use no barrels this year.

### ARKANSAS

A. G. MORRIS, HARRISON, ARK., reports that the apple crop in his section will be almost a total failure this year. Although Mr. Morris writes that he will not use any barrels this year he says he wants to be kept right on the JOURNAL'S mailing list regardless.

J. W. STRAND, ROGERS, ARK., reports no apples for his locality this year, all the fruit being killed by the Easter frost. He will need no barrels in consequence.

COOK ORCHARD CO., FAYETTEVILLE, ARK., write that the freezes killed practically all the apple crop in their section and that not more than one per cent. of a yield will be harvested. No apples, no barrel needs, says the Cook Orchard Co.

THE HILLCREST ORCHARDS, SPRINGDALE, ARK., report the 1921 apple crop as a total failure, and as a consequence they will use no barrels this year.

F. W. DIXON, HOLTON, KANSAS, writes that there will not be a barrel of apples produced this season in the community surrounding Holton.

## WITH THE ST. LOUIS TRADE

At this time of writing, June 22d, the cooperage business is exceedingly quiet, although it has shown some slight improvement during the past ten days. This applies to all lines of trade, both tight and slack. According to reports that have been received here, about 95 per cent. of the mills have closed down because stocks cannot be produced at the present selling price. The mills operating are only doing so in order to work up the material they have on hand. Fairly good stocks are in the hands of producers, but if consumers were doing a normal business these stocks would not last long. Stocks in the hands of consumers are very small, in fact they are below normal.

**Barrel Manufacturers Urged to Regain Flour Trade**

The barrel manufacturers are being urged to quote flour barrel prices based on the present cost of material in order to have the Millers' Federation reduce the differential to an honest basis and in that manner it is hoped to place the flour barrels in the market again.

## WITH THE BUFFALO TRADE

So long as the flour movement is light, it will not be possible to boom the slack cooperage trade. The demand for barrels from flour mills is always hard to define, because the millers say they do not try to regulate the packages in any way. When the trade asks for barrels they provide them; when it does not they furnish soft packages. The condition of the trade is such that cooperage shops can now be run only two or three days a week, but that is getting to be quite the state of the our trade as well, and it is likely to last until Europe is able to buy flour more liberally.

**Selling Conditions in Export Flour Trade Makes Hard Going for Barrels**

In the old days when flour sold at $4.50 a barrel it was easy to work up an export trade. Credits were satisfactory and the first cost of barrels was small. Now the exporter must exact prepayment on his flour, if he means to be safe, and that is mostly quite impossible, no matter how much the flour is needed. Barrels therefore have to labor against all sorts of difficulties, and there is not much wonder that the trade is small. It happened that when the export demand was pretty good the price of cooperage stock was way out of sight. Now that it is selling at cost, like most everything else, conditions are such that it cannot stimulate trade even then.

**Apple Crop Does Not Promise Large Yield**

The best that can be said of the apple crop at present is that it does not promise to be large. The trade, from farmer to consumer, saw enough of a big crop last year, and someone said lately that if we could raise as many as we threw away last year we would have enough. Peaches will be a heavy crop, and pears a fair crop, but it is too early to be sure of apples, because the June drop is not over yet, and high winds may affect them after that.

The last apple left the cold storages at Albion, N. Y., about June 1st, and one Lockport dealer has taken space for 5,000 barrels for the new crop. The buying of apples next winter ought to be good, for housewives will be able to buy plenty of sugar at cheap prices for the purpose of making sauce and pies. The cost of a barrel will not be prohibitive, either. Apple barrels are not going to bring more than 50 cents this season, it is expected.

**Canada's Apple Prospects**

The apple prospects in Ontario, Canada, are said to be less favorable than a few weeks ago. The trees were a mass of color at blossoming time and promised a big yield, but reports now show that the set runs from poor to good. One grower says that the weather at the critical time in the blossoming stage was unfavorable. It was damp in the daytime, which prevented the bees from working, and cold at nights. The trees ought to have plenty of warmth and sunshine to produce a good crop.

**The Price Market**

Prices on slack material are in most cases a little lower than a month ago. The market shows much unsettlement and the buying is quite limited, because of dull business among the coopers. They are unwilling to place orders until they see more demand developing for barrels. Present quotations are:

| | |
|---|---|
| No. 1, 30-inch elm staves | $14.00 to $15.00 |
| No. 2, 30-inch elm staves | 9.50 to 10.00 |
| No. 1, 30-inch gum staves | 13.50 to 14.00 |
| No. 1, 28½-inch elm staves | 15.00 to 16.00 |
| No. 1, 28½-inch gum staves | 13.50 to 14.00 |
| No. 2, 28½-inch gum staves | 9.50 to 10.50 |
| Mill run, 28½-inch gum staves, fruit | 10.50 to 11.50 |
| Six-foot hoops; six-foot-nine hoops | 14.00 to 15.00 |
| No. 1 19¼ basswood heading | 13c to 14c |
| No. 1, 19¼-inch gum heading | 13½c. to 14½c |
| No. 1, 17⅛-inch basswood heading | 12½c to 13c |
| No. 1, 17¼-inch gum heading | 11⅛c to 12c |

**Lumber From Canada**

Buffalo lumbermen are protesting at Washington against the Fordney bill, which proposes to put a 25 per cent. ad valorem duty on lumber coming from Canada, which would tend to add to the already high cost of houses and make all lumber more expensive. The statement is made that free lumber should be welcomed to the country from all other nations which have it to spare, thus lengthening the dwindling supplies of the United States. The move for a lumber tariff comes from the Pacific Coast, where Mr. Fordney himself is in the lumber business.

W. G. Pennypacker, Jr., finds the cooperage demand lighter than usual at this time. He looks for a rather lighter crop than was at first expected.

Jackson & Tindle report the market slightly easier in tone than a month ago.



### HOLMES' STAVE VENTILATING MACHINE

The Stave Ventilating Machine illustrated herewith is made by the E. & B. Holmes Machinery Company, of Buffalo, N. Y., makers of a full line of cooperage machinery. According to its manufacturers this machine will cut ventilating openings in the edges of staves

used for fruit and vegetable barrels, without affecting the strength of the staves or the barrel.

The openings are 3 inches long by ¾ inch in depth, semi-circular in form, and are equally spaced, giving perfect ventilation to all parts of the barrel.

The machine is fitted with adjustable gauges by which the depth of the openings can be varied if necessary. The machine is built in two sizes, 32 inch and 36 inch, and if desired can be converted into a Stave Jointer by substituting Jointing Knife and Plate for the curved ventilating cutters and adding equalizing arms.

### CANADIAN COOPERAGE COMPANIES AMALGAMATE

An amalgamation of special interest to the cooperage trade is that of the Vancouver Cooperage Co., Vancouver, B. C., the Sweeney Cooperage Co., Ltd., and the British Columbia Stave and Heading Co., both of Victoria, B. C., which was effected recently. The new combined organization, to be known as the Canadian Western Cooperage, Ltd., has a capital stock of $150,000 and Leo Sweeney will be general manager. The office of the Canadian Western Cooperage, Ltd., will be at Victoria, B. C.

### THOS. J. KENNEDY BUILDS NEW BARREL STOREHOUSE

Thos. J. Kennedy, manufacturer of flour and fruit barrels, Canandaigua, N. Y., has just completed a new storage addition to his plant that will hold ten thousand barrels and ten carloads of stock.

### NEW STAVE MILL IN OPERATION

The new oil barrel stave mill of the T. R. Miller Mill Co., Inc., Brewton, Ala., is now in operation and is turning out "as good a stave as can be bought," as Secretary Miller puts it. The T. R. Miller Mill Co., Inc., have practically an unlimited supply of oak lumber for their stave operations.

The plant of the Liberty Cooperage & Lumber Co. at St. Joe, Ind., recently started operations.

The plant of the Valdosta Cooperage Co., Valdosta, Ga., has been acquired by the Holland-Blow Stave Co., Decatur, Ala.

**Tight Cooperage Stock Wanted**

Always in the market for White Oak, Red Oak, Ash and Gum Staves and Heading, For Lard and Oil Tierces, and Pork Barrels.

We also buy Slack Cooperage Stock

*Quotations Solicited*

Swift & Company

Cooperage Department

South St. Joseph, Mo.

## SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

### MACHINERY FOR SALE

FOR SALE.—Re-manufactured Barrel Machinery. The following machinery good as new:
One Oram bung-boring, bush-driving machine
One Oram improved stave planer
One Eureka barrel-spraying outfit
One Strait tight barrel windlass
One Oram oil barrel trusser
One Oram crozing, chamfering and leveling machine, revolving heads.
One bung-boring machine made by the Cincinnati Cooperage Company
One Oram heavy flaring and punching machine
One Oram barrel-turning lathe
Two Oram setting-up forms
Two E. B. Holmes standard No. 38 slack crozer
One lot of steel truss hoops, of various sizes at a bargain.
All machines in stock at Fort Wayne, Indiana.
NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

**FOR SALE—REBUILT STAVE AND HEADING MACHINERY**
Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

**FOR SALE—STAVE SAWING MACHINES**
2 new 12 x 20" stave sawing machines.
2 new 14 x 20" stave sawing machines.
Address "SAW," care "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE.—Practically new set of Rochester heading machinery consisting of
No. 3 Rochester heading jointer.
No. 6 Rochester heading planer.
No. 5 Rochester heading turner.
Address UNDERWOOD V. COMPANY, care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### PLANT FOR SALE

**FOR SALE—TIGHT STAVE AND HEADING FACTORY**
A very well equipped tight stave and heading factory. Plenty of timber available and the plant is ready to be operated. Price is reasonable and terms can be arranged. Price, terms and full description on request to responsible parties.
J. C. MARKSTEIN,
802 Canal Bank Bldg.,
New Orleans, La.

### STOCK WANTED

The City Barrel Company, P. O. Box 91, Bridgeport, Conn., is in the market for 19⅞" thick square edge pine, spruce or hemlock heading. Write us.

WANTED.—Quotations on gum heading for syrup barrels and steel hoops for the same packages. JOSEPH A. NOWITZ, 10 Lee Street, Charleston, S. C

WANTED—A carload of red oak heading. Also a carload of white oak ten-gallon kegs. Address MAX GOLDSTEIN, 250 Bowman Street, Wilkes-Barre, Pa.

### HELP WANTED

WANTED.—Young man to manage slack department of old established jobbing house. Good opportunity. State qualifications, etc., in first letter. Address "GOOD CHANCE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

**EXPERIENCED SALESMAN WANTED**
We want a young man who has had several years' office experience in sales department handling principally slack barrel staves and heading, also keg stock, to locate in Michigan or Ohio. Good position for one qualified. Address "COOPERAGE MANUFACTURER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### POSITION WANTED

WANTED—Position as salesman for a large tight barrel manufacturing plant or stave factory. Have had long years of experience in the tight barrel and stave industry. Best of references. Address "SALESMAN," care THE COOPERS' JOURNAL, Philadelphia, Pa.

### MACHINERY WANTED

We are in the market for the following Holmes machinery:
1—No. 115 Holmes Keg Hoop Driver.
1—No. 114 Holmes Keg Raising and Heading-Up Machine.
1—No. 75 Holmes Hoop Driver.
1—No. 73½ Holmes Hoop Driver.
1—No. 59½ Holmes Setting-Up and Windlass Machine.
1—No. 59 Holmes Windlass Machine.
1—No. 16½ Holmes Slack Barrel Sanding Machine.
1—No. 29 Holmes Keg Crozer.
1—No. 34½ Holmes Double Hoop Riveter.
1—No. 38½ Holmes Slack Barrel Crozer, Stationary Heads.
1—No. 95 Holmes Double End Slack Barrel Trusser.
Address with full particulars "B. K. M.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To buy a machine for crozing, chamfering and equalizing slack barrel staves 26" to 30" in length. Give description and lowest price. SERFAS LUMBER COMPANY, Easton, Pa.

### SECOND-HAND PACKAGES FOR SALE

FOR SALE.—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and Tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—Used ale cooperage, hogsheads, barrels, halves, quarters; all equipped with triangle Golden Gate valves and vents. Apply THE FRANK JONES BREWING COMPANY, Portsmouth, N. H.

### FINISHED PACKAGES FOR SALE

FOR SALE—Thirty-six hundred beer barrels with Golden date faucets. Make offer. Address A. L. CURTIS, Wilton, N. H.

### BUSINESS OPPORTUNITIES

**TIMBER LAND FOR SALE**
Three million feet of virgin oak timber only two miles from a good station on the main line of Southern Railroad in Greene County, Alabama. Most of this timber is large, virgin, white oak that will cut from one thousand to two thousand feet per tree. The only virgin tract left in this part of the country.
Will sell on terms for $25,000, and you'll say it's a bargain when you see it.
JOHN B. BYRD,
Box 227, Eutaw, Alabama

**FRANCIS STAVE & LUMBER CO.**
MANUFACTURERS OF
**White and Red Oak Staves**
Of All Kinds from 12 in. to 36 in. Long
Also all kinds of White and Red Oak Lumber, Railroad Ties and Crossing Planks
*We solicit your inquiries*
BLACK -:- MISSOURI

**THE HARLAN-MORRIS MFG. CO.** JACKSON TENNESSEE
Manufacturers of all Kinds of
**Tight-Barrel Staves and Circled Heading**
From WHITE OAK, RED OAK, ASH and GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi and Arkansas

**DANIEL W. RYAN, Inc.**
Tight and Slack Cooperage Stock
— Machinery —
Exclusive Brokers to the Trade
WRITE FOR CIRCULAR
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HAVE YOU SEEN THE
**Improved Spayd Brothers' Automatic Jointing Machine**
or the New Spayd Brothers' Stave Listing Machine? You will profit by installing them. They pay for themselves.

**SCOTT-EDWARDS COOPERAGE COMPANY**
*Manufacturers of*
**Tight and Slack Cooperage Stock**
QUALITY STOCK makes QUALITY BARRELS
We make QUALITY STOCK
*Write Us* GALAX, VIRGINIA

Are You in touch with the buying powers in the cooperage industry. For a live wire connection
TRY THIS SPACE

**S. KLAUSNER & SONS**
DEALERS IN PREPARED
**Second-Hand Barrels Ready to Fill**
Recoopered, Glued, and Painted Any Color Required
2712 EAST 51st STREET CLEVELAND, OHIO

**P. H. KING, PHILADELPHIA**
Successor to JOSEPH KELLY & CO.
DELAWARE AND SNYDER AVENUES
WILL BE LOCATED at his new and modernly equipped plant, Swanson and Shunk Sts., after August 15th
ALWAYS IN THE MARKET for all kinds of TIGHT BARRELS, New and Second-Hand
*INQUIRIES ARE SOLICITED .·. WRITE NOW*

**BRUCE T. WARRING**
3256 K STREET, N. W. WASHINGTON, D. C.
Dealer In
All Kinds of Second Hand Empty Barrels
30 YEARS' EXPERIENCE
Can Furnish You Barrels for All Purposes
Write Me When In Need
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ESTABLISHED 1884
**GEORGE W. STONE, Jr., & SONS**
DEALER IN ALL KINDS OF
SECOND-HAND BARRELS and HOGSHEADS
All orders receive prompt and efficient attention. Let us serve you.
WAREHOUSE AND YARDS
1234-1240 SEVENTH STREET, S. W. Washington, D. C.

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BUTT FLAG
LONG FLAG
TOP FLAG
QUALITY THE BEST AND PRICES RIGHT
ADDRESS
C. L. FRANTZ :: Seneca Falls, N. Y.

**Hoop Nails Hoop Staples Hoop Fasteners**
Bright, Blued, Coppered or Galvanized
*Write for prices and samples*
THE GEO. W. STANLEY CO. - Belleville, Ill.

**ARKANSAS HOOP & LUMBER CO.**
Incorporated
WYNNE -:- ARK.
Manufacturers of
Coiled Elm Hoops
There may be some hoops as good as ours but None Better. Give us a trial.

**L. E. MANKIN**
Manufacturer and Shipper of
ALL GRADES OF
**OAK STAVES**
¾ x 18 to 34 Inches
*Your orders solicited, address*
LEWISBURG -:- W. VA.

**GEORGE H. SEAGREAVES**
Manufacturer of
**34" OIL BARREL STAVES**
Shorts 24" to 30" long
Prompt Shipments
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Manufacturers of
**Tight Cooperage**
Milk, Oil and Lard Tierces and Kegs
7832 Kinsman Road CLEVELAND, O.

**RICHMOND MILLS**
Manufacturers of
STAVES :: White Oak :: Red Oak—Gum HEADING
OFFICE: 311 LAMAR BUILDING
MILLS: GWINNETT AND FOURTH STREETS
AUGUSTA, GA.

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**SOUTH BARREL EXCHANGE**
(Successors to CALIG BROS.)
BUYERS AND SELLERS OF ALL KINDS OF
**EMPTY BARRELS**
*ALWAYS AT YOUR SERVICE*
Address Us—2840 Smallman St., Pittsburgh, Pa.







**SOUTHERN COOPERAGE COMPANY**
Manufacturers of and Dealers in all kinds of **Cooperage**
MATCHED STOCK A SPECIALTY
Office and Factory, 3134-3160 Chartres Street, New Orleans, La.
MILLS, FORDOCHE, LA.

**CALIFORNIA BARREL CO.**
22nd and Illinois Sts. San Francisco, California
MANUFACTURERS OF
BARRELS, KEGS, KITS AND PAILS
OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

ESTABLISHED 1886
**STANDARD HOOP CO.**
LIMITED
Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft. Long
ALSO HEADLINERS
*Write us for prices when in want.*
BAY CITY, MICHIGAN

Established 1860. Incorporated 1892. Long Distance Telephone, 1155 and 1156 Bergen

**C. HEIDT and SON**
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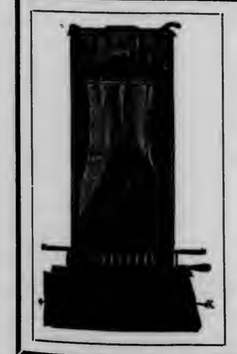

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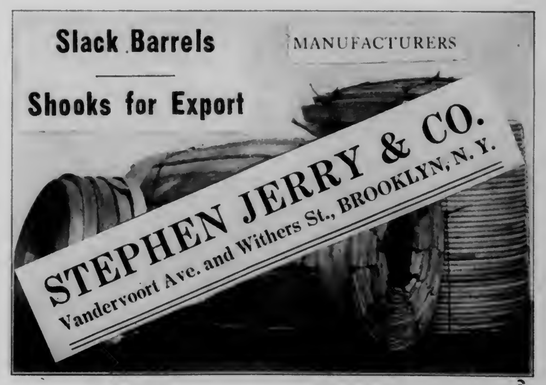

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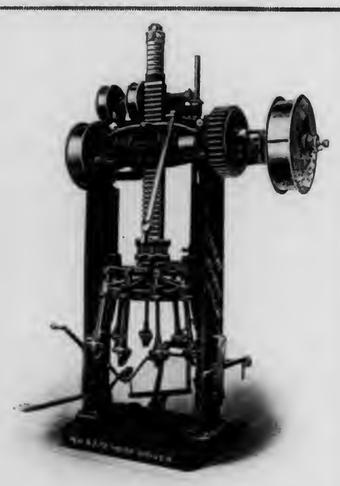

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| 5/8" | 3/4" | 7/8" | 1" | 1 1/8" | 1 1/4" |
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| $12.00 | $11.75 | $11.50 | $11.25 | $11.00 | $10.50 |

1 1/2" and larger $10.00

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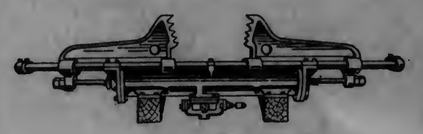

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| No. 4 | No. 6 | No. 8 | No. 10 | No. 12 and larger |
|---|---|---|---|---|
| $15.30 | $14.90 | $12.55 | $11.60 | $10.45 |

**Basket Nails**

| 5/8" | 3/4" | 7/8" | 1" | 1 1/8" | 1 1/4" |
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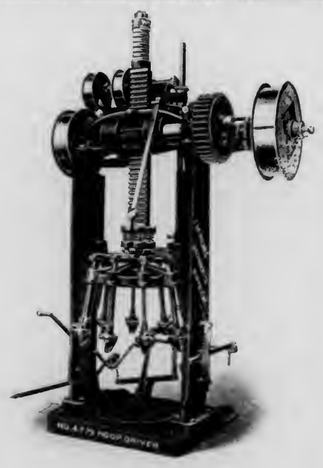

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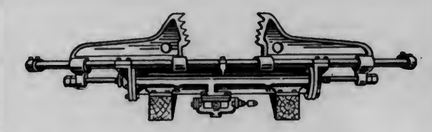

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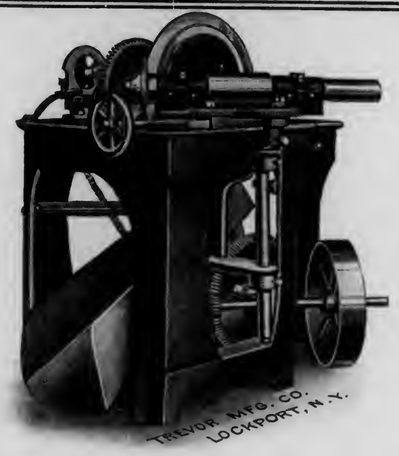


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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVII Published the First of Each Month. Subscription Price $5.00 Per Year. Foreign Subscription $2.50 Per Year. Philadelphia, August, 1921 Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. No. 4

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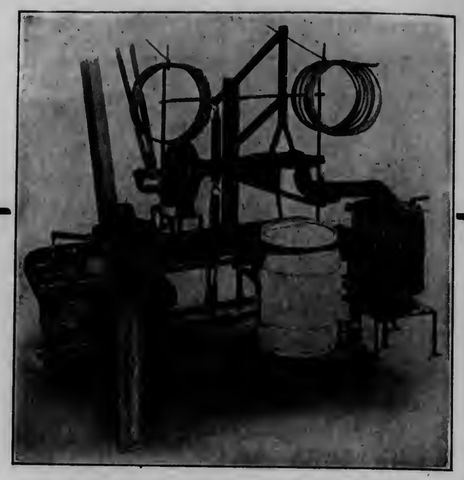

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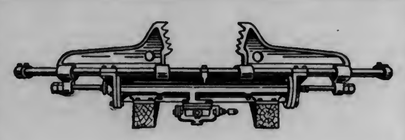

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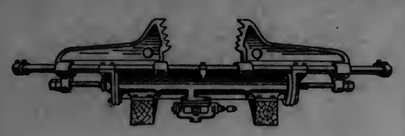

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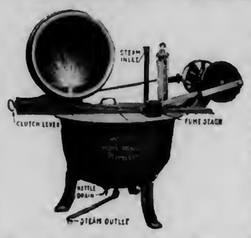


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# The National Coopers' Journal

THIRTY-SEVENTH YEAR | PHILADELPHIA, AUGUST, 1921 | $2.00 PER YEAR VOL. XXXVII, No. 4

## New Orleans Suggests Cooperage Manufacturers Put Up Tub Package Hooped With Mississippi Cane to Stop Japanese Importation

Some months ago some very interesting packages were placed on sale here. They are well-made, small tubs with hoops made of split bamboo twisted around them, just as we used to use hickory hoops. They were unique and interesting curiosities at first, but now they are numerous. They come from Japan and are good things to have around, but to have to import cooperage of any kind from Japan or any other foreign country is carrying a joke too far. It is about time for some American cooper to begin putting up a package somewhat in the style of an 18-inch butter tub, with hoops made of the common cane of the Mississippi Valley.

**How Barrel Makers Let Old Help Know There's Something Doing**

The "Help Wanted" column of one of the New Orleans daily papers recently carried the advertisement of one of the largest cooperage concerns in this section:

"WANTED: Coopers and machine hands."

This, however, was not an indication that some great boom in the cooperage business had taken the country unawares and that it might be some time before labor conditions adjusted themselves to the increased demand for barrels. No, it meant that business was so dull here that the shops did not have work enough to hold their employes, and had to advertise in order to locate their men when they had a few days' work for them.

The usual midsummer dullness, always anticipated and always taken as a matter of course, has settled upon the Sunny South a little heavier than usual this summer, and all business has suffered, the cooperage business not the least.

**There Has Been Some Good Demand in Both Tight and Slack Barrel Lines**

There has been a good demand for tight barrels as containers for the syrups used in the making of soft drinks, and also for slack barrels as containers for soft drink bottles. There have been some good shipments of new potatoes in barrels and the demand for coffee barrels, usually regarded as a drop in the bucket, has helped some.

**Second-Hand Barrel Trade Is Off**

Usually the growing trade in second-hand barrels has helped some of our friends through the summer, but this year, although the grocer who has an empty barrel is in a hurry to sell it, for he needs the money, the cooper who buys the barrel does not find much demand for it, after it has been re-coopered.

**No Disappointment Over Apple Crop in the Sunny South**

At any rate, we have one consolation here in the South. We are not worrying over the short apple crop and the slight demand for apple barrels, as the apple barrel has never cut any figure with the trade here.

**Nothing Unusual About Present Inactivity in Cottonseed Oil Lines**

The late summer is always the dull season with the cottonseed oil refiners, who usually close down and repair their plants at this time, so there is nothing surprising or alarming in the present slump in the market for containers for vegetable lards and oils. Indications are that the cotton crop will be short this year, but for all that the refiners will have enough to do to relieve the situation considerably a little later on.

**Oil Men Will Score an Inevitable Comeback and It Will Benefit the Cooperage Trade**

About the worst thing that has happened in this section for a long time has been the crisis in petroleum. This has affected all lines of business here and the coopers have felt it worse than others, for many of them have become dependent on the petroleum products trade. It is gratifying to note, though, that in the business that has been hit the hardest by the general business depression there is no discouragement, and the oil men are going ahead with their plans for big business, and that they will certainly take a good many coopers with them when they score their inevitable comeback.

**Courage Is the Unfailing Sign of Resourcefulness**

In a time when men of less resource and courage would be wailing that the end of the world was at hand, the oil men are going ahead with new enterprises. Old refineries are being enlarged and new ones being built. At St. Rose, one of our small suburban towns, the pile drivers are busy along the river front, where extensive docks are being constructed, while the land behind the levee swarms with industry. Lines are being laid, buildings erected and a 50,000-barrel tank constructed to be ready for the revival in the oil business when it comes.

**Where Oil Is There Is Always a Wooden Barrel Factory Needed**

Where oil is produced or refined there is always a demand for barrels, and, quite as a matter of course, the builders of this new plant, the Petroleum and Export Co. of Louisiana, a subsidiary of the Carson Oil Company, are erecting a large barrel factory.

**Evidence That Should Prove Encouraging to Wooden Barrel Manufacturers Who Fear the Steel Package**

The fact that all of the big oil companies, and most of the smaller ones, have barrel factories and cooper shops should be an effective answer to those who say that the barrel as a container for oil and oil products is being entirely superseded by the steel drum and the tin can. The men who can erect a new barrel plant in a time like this know what they are doing, and have the courage of their convictions. Some of us may be put down and out before this depression is over, but the cooperage business will survive us, and will prosper again.

**Demoralized Condition of Exchange Hampers Export Trade**

The trade was rather too optimistic a few months ago regarding the revival of business with Europe. There is some business being done in cooperage with the other side of the Atlantic, but nothing dependable. The rate of exchange is too badly demoralized and then we have to contend with the belief, held by all Europeans and many Americans, that America owes Europe a living and ought not to make any charge for supplies furnished.

**Mexico Best Customer of New Orleans and Mississippi Valley**

The best customer of New Orleans, and of the Mississippi Valley generally, is Mexico, but as soon as some one of our enterprising firms establishes a trade there some of the great oil speculators become active and rush a U. S. warship into Mexican waters to make a demonstration, to show what will happen to Mexico if the supremacy of the Oil Trust is disputed. Then all business must be suspended until the rumors of war subside. The country is passing through a period of depression of that kind now, but business is sure to be resumed with Mexico on a larger scale than ever as soon as the present agitation dies down and we are allowed to trade in peace with our nearest and best neighbor.

**Cooperage Shipments to Cuba**

Cuba is still in the market, though business is light at present, and cooperage shipments are small in volume.

**South America the Great Near Future Cooperage Market**

South America is the great cooperage market of the very near future, but trade with that vast region is still in its infancy. It should be cultivated by every one interested in the exportation of cooperage. We now have regular sailings to the principal South American ports, and, dull as the times are, small shipments of staves, and of heading in casks, are occasionally noticed.

**Nothing Discouraging in the Spanish Trade**

Spain is really the best country in Europe to do business with and several of the best stave firms here are Spanish, or at least are engaged in that trade, and, although business is not as good as it might be, they do not find anything discouraging in the situation.

**Weather Is Favorable for Logging, But—**

The unusually dry weather during the early summer was favorable to work in the woods, but few timber men have been able to take full advantage of the low water and good roads, as few mills are running to any great extent.

**The French Claret Stave Trade**

Chevalier & Co., exporters of French clarets and other heavy stock, hope for an early improvement in business conditions.

The same is true of M. Demougeot, of the Whitney Central Building, whose business is purchasing oak stumpage, sometimes land and all, and making heavy staves for export to Europe.

**Now Is the Right Time to Engage in the Cooperage Trade**

The new sign on the door of J. C. Markstein, 801 Canal Bank Bldg., reads, "Representative of the Louisiana Cooperage Co." Although the sign is new, Mr. Markstein is not a new arrival in the cooperage field, but a veteran well known to the trade and who has only taken on another line. This is the right time to engage in the cooperage business to help it improve and to be ready for the improvement when it does come.

**Mr. Killingsworth Again with Louisiana Cooperage Co.**

It is understood that our mutual friend, Mr. Ray Killingsworth, is again manager of the Plaquemine plant of the Louisiana Cooperage Co.

**Hollingshead's Half-Barrel Should Make a Hit**

The style of half barrel, that is, a common-sized barrel, cut in half, making two tubs, as described and illustrated in the July number of the JOURNAL, should make a hit here, as they can be nested and returned empty. More than that, they are a most convenient package where it is not desirable to use a whole standard barrel, and where something is needed that is more substantial than the flimsy veneer hamper. Somebody should introduce them to the French market, and to the Poydras Street produce trade.

**Fish Shippers Sometimes Halve Their Own Barrels**

Shippers of fish here sometimes make half barrels for themselves by cutting standard barrels in half.

**Holmes Barrel Ventilating Machine Indispensable**

The Holmes barrel ventilating device shown in the July JOURNAL, a machine like a jointer, for cutting half moons out of the edges of staves, has been in use for some time here in the shop of the Southern Cooperage Co., where it is indispensable. It is hard to tell how others can do without it.

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### WE ARE CUTTING OUR TIMBER PROBABLY FOUR TIMES FASTER THAN IT IS GROWN, SAYS W. B. GREELY

"Reforestration has not been taken seriously by the average business man in the United States," said Col. W. B. Greeley, chief of the Forst Service, United States Department of Agriculture, before the National Association of Wood Turners recently. "Reforestration has been looked upon as a fad quite removed from the practical interests of the manufacturer, as something more concerned with parks or shade trees or rose bushes." Continuing, he said in part:

"We are cutting our timber probably four times as fast as timber is being grown. It is useless to decry the generous use which American industry has made of our forests. It has contributed powerfully to the industrial development and commercial supremacy of the United States. The forestry problem does not result from the liberal use of our forests, but from our failure to use our forest-growing land. There is an ample area of land in this country, which is not tillable, to support all of our timber requirements, all of our wood manufactures, all of our home building and agricultural use of lumber, indeed an even larger export trade than at present, if that land can be kept at work growing timber. Reforestration has become a commercial necessity of the United States.

# Louisville Reports General Business Improvement Has Been Steady, if not Big, Since June

Business since early June has been showing general improvement with the cooperage trade, in so far as actual demand for packages is concerned, although there has been no improvement of note in the general cooperage stock situation. Staves and heading are not in any great demand. Production is at a standstill. There is a good deal of tight stock on the barrel manufacturers' yards, and with money tight and conditions uncertain the barrel manufacturing concerns are buying light and only as they need stock.

There is hardly such a thing as a set market in either barrels or cooperage stock, it being merely a question of how badly the house needs money, and how much stock it has on hand. In tight stock lines most of the mills of any importance in the South are down, while producton of slack stock is not heavy.

### Some Allied Lines Such as Flour and Cement Are Operating Full Time

However, with the cement mills running full, a few barrels are being taken by that industry. The lime industry is doing much better. The potato shippers have been taking a little stock along with the general produce trade. Flour mills are again operating full, and there is also a few orders coming in for sugar barrels, from the South. However, the soft drink people, especially brewers, are buying, and buying well.

### The Factors That Rule the Present-Day Price Market

It is a hard matter figuring out just what the fair market price is today on tight staves and heading, in view of the fact that prices are a question of how badly someone may need stock and how badly the seller needs money. Current quotations show white oak oil staves at around $50 a thousand and red oak $45, with spirit staves still up at around $115. However, market prices and quotations at which stock is really sold are two different things. Heading is quoted at 45 cents a set for white oak, 40 for red and 35 for gum.

Nominal prices for packages show white oak oil barrels at $2.50 and $2.40 for red oak; spirit barrels $4.50, gum $2.30, white oak kegs, half barrels, $2.00; 5-gallon kegs, 90c.; 10-gallon, $1.25; 15-gallon, $1.50; 20-gallon, $1.65.

Slack stock is quoted at $5a$5.50 a thousand for No. 2 30-inch gum staves; 28½-inch, $4.50a$5; No. 1 30-inch gum staves, $12; $11 for 28½-inch; mill run, 28½-inch, $8a$9; 30-inch, $9a$10. Elm hoops, 6-foot lengths, are quoted at $15a$17.

Slack barrels are a little weaker than last month, flour barrels being quoted at 80 cents; potato barrels, 60 cents; lime, 65 cents; No. 2 stock, sugar size produce, 65 cents; sugar barrels, 80 cents; salt barrels, 80 cents. In other words the high grade flour barrel and sugar barrels are 80 cents and produce barrels 60 cents.

### General Barrel Demand Market Shows Some Improvement

In tight line stock there has been a fair demand from packers of food products of one kind or another, lard barrels or composition lard barrels having been active. The oil industry is buying very lightly and using more and more steel containers. The soft drink and syrup people have been buying well, as a whole. This soft drink demand has also caused kegs to move well. The paint and varnish trade reports slightly better demand for bulk goods, but the volume has been in shelf goods.

### Keg Business More Active

J. N. White, of the Louisville Cooperage Co., reports that business in the keg department has been more active and inquiries for barrels are more numerous, with the barrel division looking much better than it has. However, the company is now using up yard stock and has not a single one of its mills in operation.

### Are Producing 1,500 Packages Daily

The Chess & Wymond Co. reported production of new stock virtually at a standstill in the South, but a much better demand for packages, the Louisville barrel mill producing about 1,500 packages a day at the present time.

### Apple-Growing in Kentucky Is Dying Out

Reports show that the demand for barrels, both tight and slack, is coming from some division of the food-producing trades, which are the more active buyers at the present time. Right now apple prospects are looking very poor. A recent report on apple-growing in Kentucky shows that it is rapidly becoming a lost art in the State. A few years ago Kentucky was one of the leading apple and peach-producing States, but today is about twenty-sixth on the list of apple producers, and way down in peach production. The number of old trees in the State is far below normal, and also planting of new trees. Of course, prohibition has killed the production of apple jack, which may have some bearing on apples. However, early frosts and insects have been two factors that the apple growers have not been able to successfully fight in Kentucky.

### Will Make Their Own Cooperage

The recent purchase by the Van Camp Packing Co., of Indianapolis, of the Louisville Food Products Co., including the lard plant, cottonseed oil refinery, soap works, etc., will not increase sales of barrels locally, and will in fact reduce local sales, it is said, due to the fact that the Van Camp people operate a cooperage plant of their own at Indianapolis.

### New Varnish Plant Is Rumored

It has been rumored for some days past that a new varnish plant may be established in Louisville. These rumors connect up Thomas Trammel, who some years ago operated the Sun Varnish Co., later selling out to the Craig interests, formerly of Indianapolis. Trammel stated that he had considered the idea, but had nothing definite in view.

### Paul Dysart, Jr., Says He Spent His Vacation in Lake Michigan

Paul Dysart, Jr., of the J. D. Hollingshead Co., is back at the office after spending a two weeks' vacation in the Chicago district. He reported that, due to hot weather, he spent a goodly portion of his vacation in the cool waters of Lake Michigan.

### Years Will Never Faze Barry—Long May His Line Continue

Barry Norman, of the Holly Ridge Lumber Co., which also has several stave and heading mills, recently became a grandfather, his son, Colgan Norman, who is now located at the Holly Ridge, La., plant, being father of a new baby. A. E. Norman, Sr., of the Norman Lumber Co., Louisville, father of Barry Norman, becomes a great-grandfather. The latter is still a very active business man and Barry Norman is in his prime. It seems hardly any time since Barry was making football history in Kentucky and today he is a "grandpap." His friends have been kidding him a bit, telling him he is now too old to even play golf.

### Milling-in-Transit Privilege Effective in July

Louisville cooperage and lumber interests are tickled pink over the fact that the milling-in-transit privilege becomes effective this month, the new rates having been published. At a recent meeting of the Louisville Hardwood Club a special vote of thanks in the form of resolutions was endorsed by the club and handed to J. Van Norman, attorney, who successfully handled the matter for the Louisville division of the Southern Hardwood Traffic Association.

### Will Be in New Office Headquarters Soon

W. P. Brown & Sons Lumber Co., Louisville, expects to get into its new office building and yards about September 1, a new office building costing between $25,000 and $30,000 now going up. The company a few months ago started production of staves and heading in connection with its large hardwood operations in the South.

The company recently built additions to its lumber mill operations at Brassfield, Ark., to take care of stave and heading work. This company has several band mills in Alabama and Arkansas, being one of the largest hardwood concerns in the South, and its entrance into the cooperage producing industry is significant. A new department has been added to the administrative staff to take care of this end of the business, to be called the Cooperage Division. Leroy Olcott is the head of this division.

D. H. Quigg, of the Smith Cooperage Co., reports some small inquiries for apple barrels, and a fair demand for potato barrels. The concern has also had a little sugar barrel business, and has been doing fairly well in soft drink packages.

The J. D. Hollingshead Co., Louisville division, reports that brewers have developed their products until they are now moving well, especially bottled beers, which is taking a good many slack barrels for out-of-town shipping.

There have been some rumors of new stave and heading operations in eastern Kentucky, but they are all in the future, a few transfers of land resulting in some rumors of immediate development, which is probably nothing more than rumor, as all development is being held up.

## PROSPECTIVE OUTPUT OF OIL IN MEXICO

According to statistics given to the press of Mexico City by the Mexican Secretary of Industry and Commerce, the production of petroleum from 1901 to 1920 was 563,523,752 barrels of 42 gallons each. The quantity increased yearly from 10,345 barrels in 1901 to 163,540,000 barrels in 1920. A well-known oil expert estimates that in January, 1921, the supply of oil in the Tampico-Tuxpan fields was 450,000,000 barrels. This would last two and one-half years at the rate of production in 1920. But the rate of production is increasing, being now something like 180,000,000 barrels a year. Old wells are giving out, but there is no compiled information showing how much the supply from old sources is diminishing. It appears, however, from the statements of men who are conversant with actual conditions and who represent very important oil concerns, that there is no ground for anxiety about the future oil supply, though there is some difference of opinion on the subject.

### Monthly Output of Petroleum in 1921

The division of special taxes of the department of finance gave out figures, which were published June 16, 1921, in the Financial and Mining Bulletin of Mexico, showing that on January 1 of the present year there were 359 petroleum wells in Mexico with a daily production of 3,117,896 barrels. From January to May 1, there was registered an increase of 42 wells, with a daily output of 828,728 barrels.

According to figures furnished by this department the monthly production of petroleum from January to May, 1921, was as follows: January, 16,240,623 barrels; February, 15,063,864 barrels; March, 17,841,887 barrels; April 18,614,790; May (estimate), 19,000,000 barrels.

### New Fields Being Exploited

In the Amatlan District of the Tampico-Tuxpan fields three or four wells have been opened since January 1, 1921, yielding an aggregate of 377,000 barrels a day. The well-determined oil fields of Mexico extend along the Gulf of Mexico from a district north of Tampico to the Isthmus of Tehuantepec and Tabasco. The well-exploited portion is comparatively small. Even in the exploited portion new wells are continually being opened. Exploitation is now extending into the districts of Lacalulu and Cobus. The Lacalulu District is in an oil-bearing formation situated in the extreme southeastern corner of the State of San Luis Potosi, about 50 miles southwest of Tampico. A well was recently opened in this district, yielding from 40,000 to 60,000 barrels of oil daily. The Cobus District begins at Cobus, directly across the Rio Gonzales from Tuxpan, and extends southwesterly about 50 miles. It is regarded by experts as a determined oil field, and there is definite exploitation going on.

### Extensive Exploration Work—The Tabasco District

Exploration work is being carried on in all parts of Mexico, including Lower California. So far nothing definite has resulted, but there are sufficient prospects in the southern part of Oaxaca to have led to the investment of capital and the sinking of a well, which requires $100,000. Exploration is especially active on the Isthmus of Tehuantepec and in the region immediately south of Vera Cruz. The Tabasco district is the oldest oil field in Mexico and the refinery at Minatitlan, near Puerto Mexico, is the largest in Mexico. Much oil is taken from the Tampico fields to this refinery, but little oil is now produced in the Tabasco district, and there are no definite prospects for the future.

## OIL STRUCK IN NEW WEST VIRGINIA FIELD

Excitement prevailed among oil and gas men in Clarksburg, W. Va., recently, when it was announced oil had been struck on the Nathan Goff farm, on Little Rock Camp Creek, near Marshville. The well showed fifty barrels a day in the first pay sand, where the tools stuck. There is also a strong gas pressure, those on the ground estimating it at 1,000,000 cubic feet a day. The well virtually opens a new field.

## OIL-STORAGE CAPACITY AT CRISTOBAL INCREASED TO 860,000 BARRELS

Consul Julius D. Dreher, at Colon, reports that the increasing amount of shipping through the Panama Canal has rendered it necessary to enlarge the capacity for carrying oil in storage at the Atlantic end of the canal. Four additional oil tanks of about 55,000 barrels each are being constructed at Mount Hope to supply oil to vessels passing through the canal at Cristobal, Canal Zone. When these tanks are completed the total oil-storage capacity available at Cristobal will be 860,000 barrels. The new tanks are for the following companies: United Fruit Co., Pacific Mail Steamship Co., Arrow Oil Co. and Huasteca Oil Co.




# THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1886, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, AUGUST, 1921 No. 4

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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

**Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.**


## ASSOCIATION MEETING

**The International Apple Shippers' Association will be in annual convention at the Hotel Gibson, Cincinnati, Ohio, August 9th to 12th. Cooperage manufacturers are specially invited and free space will be provided for package and stock exhibits.**

## NEW ADVERTISERS

**J. M. Peel & Bro., Lake Village, Ark.**
**Philapen Cooperage, Philadelphia, Pa.**
**August Muehlhausen Cooperage, Trenton, N. J.**

## TRADE EXTENSION COMMITTEES MEET

That the wooden barrel boosters are swinging into their real stride is evidenced by the two Trade Extension meetings held at The Associated Cooperage Industries of America headquarters at St. Louis, Mo., during July. The Trade Extension Committee of the slack cooperage group was in session July 7th and the Trade Extension Committee of the tight cooperage group was in session July 15th.

Both committees "tackled" this problem with an earnestness that justified the expectancy that the detailed plans to be prepared and submitted by the committees at the November meeting in Atlantic City will impress the members with their practicability and effectiveness.

Other meetings of the committees will be held between now and the November meeting, and in the meantime details will be worked out. There seems to be a realization on the part of all of the vital importance of the trade extension work and its relation to the future welfare of the cooperage industry. At the meetings held at St. Louis trade extension was thoroughly gone into, preliminary plans for working out an intelligent and practical program being fully discussed.

In line with established boosting efforts President E. P. Voll and Secretary Krafft will attend the International Apple Shippers' Convention to be held at the Hotel Gibson, Cincinnati, Ohio, August 9th to 12th. Secretary Krafft advises that he will have on hand at the convention an apple barrel exhibit which we are confident will not only do full justice to our industry, but to the wooden barrel as a shipping package, as well. The Cincinnati Chamber of Commerce in exploiting the Apple Shippers' Convention says the main point of interest will be the package exhibits, as there will be no fruit shown at this convention. This being the case we are doubly sure that the wooden barrel exhibit will lead, as it should.

Universal disarmament moves on apace.

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Business is on the up-grade. Let us all get behind and push.

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Yes, the weather has been a bit warmish, but power to run our electric fans is included in rental, thank you.

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If there is one section where the apple crop prospects do not depress, it is the far Sunny South, for, as report from that section says, "there are no apples grown down this way, hence no crop disappointment."

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In its July 1st report of the apple crop, the Department of the Agriculture gives the average condition for the United States as 34.9. The June 1st report of the Department gave this average as 41.8.

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One of the strongest statements of the month was made by B. C. Forbes in his warning to the bankers of America, and was to the effect that "liquidation, like regulation, can bring ruination when carried to extremes."

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The increased activities among oil refineries, both in the way of renovating of old plants and the building of new ones, argues well for the future of the wooden barrel and should prove a most encouraging stimulus to all cooperage and cooperage stock manufacturers catering to the oil trade.

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Says that young progressive, B. E. Jacobs, chairman of the Slack Coopers' Group: "Everyone knows that present business is slow, but dig in hard, for it is the man who works the hardest that gets the orders." Righto, "Burleigh," and the harder and bigger the digging in, the more abundant and profitable will be the orders.

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These are the times that test the metal of nations, men and business. The crucible of trade experience, if it finds courage lacking in the metal of either nations, men or business, has little left save valueless alloy. Courage, founded on faith and backed by vision, can sweep to splendid heights, no matter what the time or conditions.

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The cry of the Southwest prosperity booster is "Concentrate on the wheat crop." Kansas, Nebraska, Missouri, Oklahoma and Texas combined have 263,000,000 bushels of winter wheat already harvested. Every cent rise in the price adds more than $2,000,000 to the income of farmers. Report from Kansas City, Kan., July 18th, advises that sentiment as to the outlook for general business in that territory has greatly improved as a result of the excellent market for wheat.

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The business man who fails to note and refuses to acknowledge the gradual monthly improvement in trade conditions—and the gradual improvement is the only sure and safe way to return to normal status—not only does himself and his trade an injustice, but the whole business world at large as well, since these are the times when each and all should and must add their full quota towards stimulating new business life by new business thought. Let us all in thought and speech follow the rising business barometer. This steadily rising barometer is bound to register prosperous trade activities before we know it.

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Our New Orleans correspondent, speaking of the bamboo-hooped Japanese tub, rather numerous now on that market, says that while the Japanese article is all right to have around as a curio, it is carrying the joke too far to have to import cooperage of any kind from anywhere. It is suggested that some American cooper put up a package somewhat in the style of an 18-inch butter tub, using common cane from the Mississippi Valley to hoop the same, and thus claim the trade which the imported Japanese package commands. Who'll do it?

---

Plan now to start your Fall advertising campaign early. The closing of 1921 will see the business ball well started, while the opening up of 1922 will see all industry swinging into its full activity stride, which stride, it is our firm belief, will prove long, steady and prosperous.

Remember, the JOURNAL'S advertising space is for the exclusive use of cooperage and cooperage stock manufacturers, tight and slack and all allied lines, and it is this specialized service through the JOURNAL'S untiring efforts during its thirty-seven years of labor in its chosen field that has been the battering ram continuously in action in promoting, protecting and defending the wooden barrel, the pillar of the cooperage industry, which promoting, protecting and defending means the business success and prosperity of every member of our trade.

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The new freight rate schedule, effective August 20th, of Ford's railroad, the Detroit, Toledo and Ironton, filed with the Ohio State Public Utilities Commission at Columbus, Ohio, July 18th, and providing for a 20 per cent. reduction from present rates between points on the line, is not a move, as one leading publicist opines, that will put Mr. Ford in high standing with railroad executives, since such executives from the head of the largest to the smallest carrier, has declared railroads cannot reduce rates. But, succinctly remarks said publicist, "Henry Ford is not a railroad man. He's a business man. So to promote traffic he makes inducements to the public." On the heels of the Detroit, Toledo and Ironton rate cut comes a petition of 400 fruit growers to President Harding that all the railroads be turned over to Mr. Ford's management. Transportation is the circulation channel of all business life. With this channel practically clogged by excessive freight rates it does not take one of very comprehensive judgment to know that proper relief from this restriction would mean quick and general business improvement.

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## APPLE MEN FOR LOWER RATE

Fruit growers and distributors of Washington have petitioned the Interstate Commerce Commission to grant lower rates on apples, from $1.66 to $1 per 100 pounds in the territory from Chicago east and including Southeastern States and a portion of the Southern territory. The commission is also asked to cut the $1.42 rate to Missouri and Mississippi Valley points to 85 cents. Eliminations of the heating charge of 9 cents per 100 pounds and a reduction of 25 cents in refrigeration overhead is also asked.

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## COOPERAGE STOCK BUYERS FAIL TO TAKE ADVANTAGE OF LOW PRICE MARKET BECAUSE THEY DOUBT THEIR ABILITY TO GUESS THE BOTTOM, SAYS W. C. HARTMAN

For our August report we are sorry that we are not able to be optimistic, but there is little gained by kidding one's self when the volume of business is limited and there is no immediate prospect of a change in conditions.

The vacation season will have come and gone before business improves generally so as to increase the demand and possibly better the price of slack cooperage stock. Buying is extremely limited and continues to be for current use with no tendency on the part of the large consumers to take on quantities of stock even at the present low levels, which usually show losses to the manufacturers. Following the tendency of human nature, when cooperage stock prices are abnormally low and few people want it, buyers are scarce and every one is afraid to take a lot of stock because they doubt their ability to guess the bottom.

The apple crop, which was to be depended upon for some business this year, continues to show no symptoms of revival even in New York State and Canada, where prospects were fair. Drought and general business conditions have discouraged the buying that was in evidence early in the season.

We believe that in the fall there may be something encouraging in sight for the cooperage stock man, but present conditions continue to be monotonously dull.

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## C. M. VAN AKEN REPORTS BUT LITTLE CHANGE OVER A MONTH AGO

Business conditions during the month have been very much the same as they have been during the previous months. The demand for all kinds of cooperage is quiet. It certainly seems as though even where there are bright spots, conditions will arise to cloud them over. There was a fair prospect of a cranberry crop until a couple of weeks ago when a heavy storm reduced the crop at least 50 per cent. and the people of this locality have been looking forward to a fair crop of fruit in the Eastern District, but a canvass of the territory indicates the recent dry weather has caused the falling off of the apples to a marked degree. A little stock is moving all the while, but the amount of stock moving is not at all in keeping with the amount of stock at the mills.

## B. E. JACOBS, CHAIRMAN OF SLACK COOPERS' GROUP, APPOINTS REGIONAL DIRECTORS

When The Associated Cooperage Industries of America in sixth annual convention, at St. Louis, Mo., in May last, appointed Burleigh E. Jacobs, of the long-established and well-known slack barrel manufacturing firm of K. W. Jacobs Cooperage Co., Milwaukee, Wis., chairman of the Slack Coopers' Group, a real live wire was placed in action. Since his election Mr. Jacobs has been more than busy, as the following letter, his second to group members, will prove, and as these letters will be sent monthly by Chairman Jacobs, the group will be kept fully informed as to all activities.

MILWAUKEE, WIS., July 20, 1921.

To members of Slack Coopers' Group:

I believe I have finally got the Regional Directors settled and will give you the following information:

Group 1—E. K. Walker, Stephen Jerry & Co., Brooklyn, N. Y.; New England States, New York, New Jersey, Pennsylvania to include Philadelphia and east of Philadelphia.

Group 2—J. L. Borden, B. F. Borden & Co., Front Royal, Virginia; Virginia, Maryland, North Carolina, South Carolina, Florida, Georgia and Alabama.

Group 3—Thomas Walsh, Morris Walsh Sons, Pittsburgh, Pa.; Pennsylvania, West of Philadelphia, West Virginia, Ohio, Indiana and Michigan.

Group 4—Daniel Burkhartsmeier, D. Burkhartsmeier Cooperage Co., Chicago, Illinois; Wisconsin, Minnesota, Illinois, Iowa, Nebraska and Kansas.

Group 5—Mr. Wunderlich, Wunderlich Barrel Factory, Springfield, Mo.; Missouri, Arkansas, Oklahoma, Texas, Kentucky, Tennessee, Mississippi and Louisiana.

Your chairman has been rather busy of late, having written over one hundred and fifty letter, made three trips to Chicago, but was unable to get to the meeting at Memphis to represent our Group, as the other members of our force were on their vacations and could not leave. I made a special arrangement to get the information as to what transpired at this meeting, and if the Central Office does not issue a bulletin on this matter, I will.

Secretary Krafft and the writer attended the National Millers' Federation at Chicago and for over a month previous had the matter up with the chairman of the Differential Committee to have the 90c. differential reduced. Due to our activity along this line we were able to have the differential reduced to 70c., effective as of July 1st. At the time of the millers' convention we tried to obtain a further reduction in this differential, but for good and sufficient reasons, Chairman Olsen advised they were unable to make a further reduction at the present time. Mr. Krafft and myself, however, had a very satisfactory interview and we have been assured that a further reduction would be made as soon as practicably possible.

At the hearing in Chicago, re: Western Trunk Line Docket No. 6, the subject of reducing minimum weights on empty new barrels to the actual weight of the barrels which would fill different size cars was taken up. The actual weight of flour barrels loaded in a 36-foot car would be about 5,724 pounds and in a 50-foot car 10,002 pounds, while the minimum are 14,000 and 22,680 respectively. The point to be brought out at this time is, would it be advisable to have the minimum weights reduced to 6,000 pounds and 10,000 pounds and have the actual rate increased so that the charge per car would bring in the same amount of revenue as at the present time. Please let me hear immediately from each member of the group and especially from those who have traffic departments as to their views on the subject. The one feature which seems to be a distinct advantage might be the elimination of disputes when 50-foot cars are ordered and two for ones wanted.

It has been suggested by one of the members of the group that almost every cooper shop has some stock on hand which it does not need and which ought to be disposed of. It has, therefore, been suggested that an Exchange Bulletin be issued wherein different manufacturers could list what they wished to dispose of and possibly some other cooper could use. If enough replies are received to warrant the issuing of this bulletin we will get it out in the first week of August.

The writer and Mr. Krafft, while in Chicago recently, took up the matter of a smaller barrel for packing apples, with Mr. Adams of the American Fruit Grower. We expect to be able to furnish you with the exact dimensions of a barrel which will hold one bushel and a half of apples. As soon as the experimental work on this barrel is completed the same will be published in the trade papers or else sent out in a special bulletin.

Everyone knows that business is slow, but dig in hard, for it is the man who works the hardest that gets the orders.

Very truly yours,

BURLEIGH E. JACOBS,
*Chairman.*

## SECRETARY HOOVER MAKES STRONG PLEA FOR OPEN DOOR BY ALL NATIONS IN WORLD COMMERCE

Recently Herbert Hoover, Secretary of Commerce, sounded a warning before the National Association of Manufacturers assembled in New York that combinations of exporters and importers in various countries again are seeking to dominate certain trades, which situation, if not remedied, can become a menace to the peace of the world.

He made a strong plea for maintenance by all nations of the open door in the world commerce, asserting there are many growths and tendencies today that make for the direct or indirect closing of the open door.

Secretary Hoover drew applause when he said the world is surely, although slowly, making toward economic stability. If Europe can keep the peace for another year, he said, there will be no further cause for American charity.

"I am making a plea for individualism in the life of our own people. It is surely by the individual growth of intelligence, initiative and character through protected equality of opportunity, stimulated by free competition, that we may lift the mass of humanity. This system cannot be preserved in domestic life if it must be abandoned in international life.

### Not Threat Nor National Policy

"This is indeed not a threat; it is not an announcement of a national policy. It is a plea that the world should 'stop, look and listen.' For if the day comes when the United States, with her gigantic resources and the intelligence of her people, shall be forced to enter upon these courses in her own protection it will be a day of infinite losses to real progress and liberalism.

"We find today," he continued, "that many nations are restricting development of natural resources within their boundaries to their own citizens. They do not allow citizens of foreign countries an equality of opportunity with their own. Yet we, and many other states, have preserved an equal opportunity with our own citizens for all nationalities to enter upon our boundaries and engage in the development of our natural resources.

"There is but one form of restriction with which we have sympathized. That is with regard to labor immigration. This restriction is solely that those who come within our borders to labor and live shall be of a type and number that will melt into our population and be able to participate in our institutions. This is not a restriction upon commerce.

"We find today that various governments are directly or indirectly lending influence and support to secure for their nationals in countries foreign to them exclusive concessions over raw materials and the implements of commerce. This will shut the door and close equality of opportunity.

"We find in some countries today, either through encouragement or lack of restriction upon growing industrial consolidations, the creation of great trusts whose activities can dominate the efforts of individual merchants or other nationalities in foreign trade. At the same time we and many other States continue systematically to prevent great consolidations that might dominate production and distribution.

### Menace to Peace of World

"We find in various countries encouragement being given to combinations and agreements between exporters and manufacturers whose object is again to dominate certain trades. We find encouragement being given to combinations of importers and thus the development of power to dictate prices and the yield in exporting countries.

"All this is of vital interest, not only to us, but to many other states. It represents a tendency toward militant exploitation and domination of commerce of which the whole commercial world must take notice. The processes have not yet reached dimensions that make remedy impossible. The danger of further drift in these policies is not alone a danger in the extinction of individualism. It can, if it goes on, become a menace to the peace of the world."

## BUSINESS DURING PAST TWO MONTHS BETTER THAN SINCE JANUARY, SAYS T. H. WISEMAN

Writing the JOURNAL under date of July 14th, T. H. Wiseman, of The Robert Welch Company, cooperage machinery, St. Louis, Mo., says: "Business is quite a little better during the past 60 days than since the first of the year, and there is no question in my mind but that in due time everything will be normal again and prices of both staves and heading, as well as machinery, will reach the point where the producer and the manufacturer will both be able to show a margin of profit on their efforts."

## WANTS IN COOPERAGE LINES

*H. Bammer, Bailey, Mich., is in the market for 1,000 apple barrels.*

*E. R. White, Bowdoinham, Maine, is in the market for 1,200 apple barrels.*

*W. O. Anderson Commission Company, Topeka, Kan., is in the market for 1,000 apple barrels.*

*The Jackson Ice Company, Jackson, Miss., is in the market for machinery to make ice cream tubs.*

*G. M. Staples, Turner, Maine, is in the market for one car of 28½-inch slack barrel staves and 4,000 sets of 17½-inch heading.*

*"Cooper," care* THE NATIONAL COOPERS' JOURNAL, *Philadelphia, Pa., is in the market for a second-hand keg crozer for making from five to thirty-gallon barrels. Address with lowest cash price and advise as to size of chuck rings with the machine.*

## LOWER RATES WILL CUT PEACH PRICES

According to report from Albany, N. Y., July 22d, the retail price of peaches in New York State will be reduced considerably in the opinion of the Public Service Commission, by an order issued by it directing approximately forty railroads to amend their tariffs covering the transportation of peaches in carload lots within the State.

The roads, which include the New York Central, the Buffalo, Rochester and Pittsburgh, the Delaware and Hudson, the Erie, the Lehigh Valley, the Ontario and Western and the Pennsylvania, were directed to provide rates similar to those in effect before the Interstate Commerce Commission directed a 40 per cent. increase in August, 1920.

## ANTICIPATE REDUCTION OF COAST RATES ON LUMBER AND OTHER FOREST PRODUCTS

The Southern Hardwood Traffic Association, Memphis, Tenn., advised its members recently that it anticipates an early reduction in rates on lumber and forest products moving to the Pacific Coast.

"We are confident," says J. H. Townshend, secretary-manager, "that these rates will be reduced, but we are unable to advise just how much the reduction will be. We have asked the carriers to reduce westbound rates to the eastbound basis and, if they go that far, it will mean a reduction of 30 cents per hundred pounds."

Hardwood shippers in the valley territory and in the Southwest have contended for some time that high freight rates to the Pacific Coast have made it impossible for them to compete with oak and other hardwoods coming from Japan in government subsidized vessels. It is believed, however, that, if substantial reductions in westbound rates are made, this field will again be opened to shippers in the South and Southwest.

## AS TO ROUTING SHIPMENTS

The Southern Hardwood Traffic Association, Memphis, Tenn., is sounding a distinct note of warning regarding routings inserted in bills of lading and emphasizes that thousands of dollars are lost to shippers annually by routings inserted (1) by railroad agents who wish to give their respective lines the longest possible haul; (2) by railroad agents who desire to favor particular immediate or destination lines; and (3) by shippers who want to favor particular roads. It adds in this connection:

"When no routes are shown in bills of lading, it is the carrier's duty to protect the cheapest rate applicable. But carriers are bound by the regulations to send shipments via routes specified in bills of lading or to pay damages as a result of their failure to do so. A corresponding duty, however, is imposed on shippers in that they are required to pay charges based on the rate applicable by route specified in bill of lading. This works to the shipper's disadvantage when the rate via such specified routing exceeds the cheapest rate."

It lays down the broad principle that no bill of lading should be acceptable to shippers showing routing except to specify delivery lines, such as "IC Delivery" and that, if it is desired to show specific routing, this should be done only on the advice of traffic experts who are able to protect them in the matter of low rates.

## $250,000 CRANBERRY CROP FOR WASHINGTON AND OREGON

Ten thousand bushels of cranberries is the estimated crop this year from the bogs near the mouth of the Columbia River. The Washington-Oregon Cranberry Association, Portland, Oregon, estimates the yield will be worth $250,000 to the growers.



## BUSINESS IS ON UP-GRADE, BUT NOT YET "RUNNING ON HIGH," SAYS ARCHER WALL DOUGLAS

"Business is on the up-grade but not yet 'running on high'," declares Archer Wall Douglas in his monthly review of the business conditions in a recent number of *The Nation's Business*. Mr. Douglas is chairman of the Committee on Statistics of the Chamber of Commerce of the United States.

"The great mass of the people are looking the facts squarely in the face," writes Mr. Douglas. "There are no delusions as to any sudden return to prosperity, nor of advancing prices, nor of scarcity in any lines. There is the realization that both time and patience are required to work out the problems which confront us. The many have accepted the situation and are adapting themselves to the inevitable, which means that much progress has been made in the way of readjustment.

"In many of our large centers there is the curious paradox of much unemployment accompanied by growing savings accounts. The explanation seems to be that those who have jobs are none too certain of them, and are casting consequent anchors to windward in the shape of less spending.

"The financial position of the farmer grows stronger as he is gradually liquidating his obligations, decreasing his cost of production and finding more economical methods of distribution, largely through his co-operative associations.

"It is one of the ironies of economics that the present business stagnation arises largely from an overabundance of wealth that cannot find a market. The copper industry illustrates this by having so large a surplus above ground, for which there is no prospective market, that all the mines are closed down.

"Conditions are much spotted, both as to localities and lines of trade. In the retail trade, buying is better in the large cities than in the country towns. As is usually the case, surface indications in the great centers, such as crowded stores and places of amusement, with the vast number of automobiles on the streets, give scant indication of real underlying economic conditions.

"There is much construction of hard surface roads under way, as most communities seem perfectly willing to tax themselves for this purpose. These permanent highways open up far-reaching future possibilities of cheap and efficient transportation to the motor truck but which for the nonce is content to bide its time.

"In the field of transportation some enterprising cities are enlarging their trade territory by the extension of electric trolley lines into districts where before they had scant distribution. Paradoxically enough, so far from destroying the business of small towns in such districts, they have enabled dealers to carry smaller but better assorted stocks of merchandise and thus to increase their attractiveness and their profits.

"The automobile and rubber industries have come back in a very definite fashion when some false prophets thought they had taken the full count for the time being. So far they have disappointed those who forecast a mere spurt instead of a continuous performance. There are still a few belated thinkers who have overstayed their time and who fail to realize that automobiles are neither a fad nor a mere luxury, but an essential and inherent phase of modern life.

Early fruits were severely damaged in nearly all sections by repeated freezes in the spring. Notable exceptions are citrus fruits in Florida and California, deciduous fruits in Idaho and Washington, and strawberries in the far South. Winter wheat is still in the best of condition, though cold, wet weather retards the growth of cotton and corn, while it promotes the growth everywhere of pastures and ranges. On the whole there will not be so much acreage planted to staple crops as last year. This is particularly true of cotton. Despite low prices, shipments of early vegetables to market exceed those of last year.

## BARREL STAVE SAVES BOY'S LIFE

Recently, at Atlantic City, N. J., Harry Jackson, chauffeur for Mayor Edward L. Bader, and Patrolman McNiel rescued Harry Sou, 7 years old, in the thoroughfare near Iowa Avenue by using a barrel stave for a paddle to fight their way through a heavy storm tide. The boy was unconscious when dragged ashore, but later revived in the City Hospital.

The youngster fell off a boat slip and was swept out into the current. Jackson and McNiel sprinted to the slip, where they leaped into a small rowboat and shot out into the stream, only to discover they had no oars. The barrel stave lay in the boat and with this improvised paddle they pursued the drowning youngster a half block before they fished him out. Mayor Bader took the unconscious boy to the hospital.

## GIVE FOREIGN BUYERS WHAT THEY WANT

That American manufacturers are still obsessed by the belief that foreign trade can be gained by insisting upon foreign buyers taking and using what American manufacturers want them to, rather than by supplying these buyers with what they want and what their industries call for, was again demonstrated at a recent luncheon of the New Orleans Lumbermen's Club by a question put to Mr. John Wright, of John Wright & Sons, Ltd., Buenos Aires, Argentine Republic. Mr. Wright was guest of the club and gave a most interesting talk, saying in part:

"One of the troubles with the boys from the States, and particularly those who called as representatives of the millwork industry, is their desire to make the people of the Argentine buy what the people of the United States purchased. They overlooked the fact that conditions in one country might not make it possible for the people of another to use the same sizes, etc., that met the requirements and the needs of the people of another. As an example, he said there was a law in the Argentine which required 12 feet of space between the floor and the ceiling. This necessitated larger windows and doors than were used in the United States, but still these seekers of trade spent the larger part of their time trying to induce the use of the same sizes as were sold in the States and thus lost business which went to the millwork interests of those countries willing to supply the needs and requirements of the peoples of another."

The speaker was then asked if the buyers in the Argentine would not insist on their peculiar specifications there would be a possibility of a better understanding to the best interest of all.

Mr. Wright replied that it would be best for the shippers of the United States to give the buyers of the Argentine, or any other country, what they wanted. In trying to push their own ideas of what the other fellow should buy, the Americans were running squarely against the customs of other people and frequently against the laws of other nations.

## CHILIAN GRAPES FOR THE NEW YORK MARKET

Economist Consul Dana G. Munro, writing from Valparaiso, Chili, says: "An experimental shipment of grapes was sent to New York recently with a view of ascertaining whether a market could be found in the United States for the product of the Chilean vineyards. The grapes were shipped in cold storage and are reported to have arrived in excellent condition and to have been sold at highly satisfactory prices. It is reported that another shipment is planned as soon as arrangements can be made. The experiment is of particular interest since it is possible that the exportation of fresh fruit from Chile to the United States might become very profitable, providing that shipping facilities were available. Chile produces fine fruit of almost every variety known to the temperate zone and it ripens during the winter months in the United States when the market would be at its best."

## MARKET FOR AMERICAN ANILINE DYES IN CHINA

Consul P. R. Josselyn believes that the Province of Szechwan affords a large market for the sale of American ailine dyes. The dyeing of cotton cloth, grass cloth, silks and silk braid is a considerable industry. Aniline dyes are also used for the dyeing of paper and candles. Importations of dyes are just beginning to come into the market after a three-year period when there was practically no stocks to be had. The question of brands is a difficulty which must be overcome before the business can be established on a firm foundation. At present some of the brands on the market are old German brands which were sold before the war. It is claimed that these brands are put out by local dealers, who buy dyes from the United States in bulk and put them up in packages similar to the former German brands. On the other hand, a good many of the dyes sold are under new brands, plainly marked "Made in U. S. A." Aniline dyes are roughly divided into two classes, the dyes which require boiling and those which do not. The first class of dyes is used for dyeing cotton goods and grass cloth, the colors mostly in demand being gray, fast indigo blue, fast black and vermilion. The second class is used for dyeing silks and paper and the colors in demand are vermilion, red, purple, light green, light red and light blue. At present all dyes are purchased in Shanghai from native dealers there. There is no direct importation from the United States. However, local dealers are evincing a desire to deal directly with exporters of dyes in the United States.

The cooperage shop of Boyer & Heard, Hagerstown, Md., recently destroyed by fire, will be rebuilt.

## BRITISH COOPERAGE INDUSTRY IMMUNE FROM STRIKES, SAYS THE JOURNAL'S LONDON CORRESPONDENT

"Here we are again." The old pantomime cry just about sums up the situation at present to a nicety, especially as we are just issuing forth from the complete deadlock which the coal strike—recently settled—put upon all industry.

### Employers and Employees of Cooperage Trade Work for Harmony

We of the cooperage industry are, and have been, immune from ruptures of this kind for a considerable period, a condition of affairs which reflects great credit on the master minds that guide the destinies of the cooperage industry, planning most carefully in their endeavors to keep the trade intact, and it is only by united efforts of this kind that harmony and prosperity can be achieved.

### Barrel Making Not a Collar and Cuff Occupation

Barrel making in this country is not of the collar and cuff type of occupation, but an occupation that takes all out of a man, the employers, of which a large number have themselves had to go through the mill, know this full well, a fact which the writer truly believes has exerted a wonderful influence in the good feeling that at present exists. In the vast majority of cooperages in this country barrel making is all hand, and I might say brain work, the mental incorporation being as essential as the other in the making of the barrel, and in the making of a cooper this aspect of the question is vitally important.

### Present Cooperage Training Not Conducive to Good Workmanship

Retrospective visions of the training of apprentices make us often wish for the old times back again, as I am afraid in these days the training received is not conducive to good workmanship, the apprentice being more or less looked on as a "source of profit" even at the beginning of his career. Of course I refer to the so-called cooperages run by men who in the majority of cases would be unable to tell you the difference between an egg box and a puncheon. It is here that the poor apprentice is launched out into the cooperage industry without even a primary education in the pros and cons of the trade.

### Want Cooperages Run by Coopers

What we want more and more is cooperages run by coopers and not by a pre-war rag and bone merchant, if our trade is to keep its head up and thwart the efforts of the substitute container to get a footing.

### British Coopers Not Pessimistic as to Future of the Barrel

We do hear from time to time of barrel substitutes being put on the market and that in a very short time barrel making as at present will be among the "has-beens." Well, I might say that we in this country are not in any way pessimistic about the future of the "best container." The super-inventive genius has not yet arrived here with his "bundle of paper," and if ever he does arrive I have no doubt but that his innings will not be remunerative enough to enable him to die a millionaire. The JOURNAL'S correspondent is, like the JOURNAL itself, and like multitudes in the industry, optimistic enough to look on our present trade container, the wooden barrel, as "par excellence," and unbeatable as travelers, and as long as the "cooper pride" remains a part of the "cooper man," we need have no fear of a substitute container.

### Journal as Essential to Cooperage Trade as Hoop Is to the Barrel

Although a little late, the trade here wants to express best wishes for the JOURNAL'S success as it journeys through its thirty-seventh year. The JOURNAL is as necessary to its trade's being as is the hoop to the barrel, an essential and, therefore, indispensable part of the whole.

## PACKS MILK IN BARRELS OF 150 LBS. CAPACITY

Writing recently from Cartagena, Colombia, Consul E. C. Soules, says:

"The Colombian firm of Diego Martinez & Co., with headquarters at Cartagena, has a factory at Lorica, on the River Sinu, Colombia, where it is packing a 'condensed' milk in powdered form, under the trade name 'Tanques.' The factory has a daily capacity of approximately 300 pounds. The market for this milk is found locally in the Atrato River region, (Quibdo in particular), in the valley of the Sinu, and in Cartagena. The milk is packed in barrels of 150 pounds and is sold for an average of 12 cents per pound."

# Chicago Reports Cooperage Trade Talking of Better Conditions with Strong Fall Demand

The less business there is, the harder one has to work to get it. Along this line of operations members of the trade here have been keeping hard at it. Every little bright spot is quickly grabbed up and turned over and over. Either it develops into an order or it does not, but no one is taking a chance and leaving the spark go out without first trying to work it into a flame.

While business is reported by members of the trade here as unchanged, especially for the better, there is a very noticeable change in the interest which members of the trade are showing for the future. The psychological effect has been changed at least. There is a great deal more optimism evident than there was 60 or more days ago. There is talk of future business and better conditions with a stronger demand this fall, all of which has added its pressure to the general feeling of the trade.

### All Firms Are Liquidating

The market is claimed to be settled on rock bottom. Even here, however, prices are not firm. It is really a buyers' market and the buyers are claimed to have a knowledge of this fact. It is said here that finished barrel and cooperage stock is being sold below replacement valne, this being done in the process of liquidation by many firms.

### Apple Barrel Demand Is Animated

The apple barrel market seems to be the most animated market in the entire trade. Even here there is noticed a tendency to buy slowly. During previous apple seasons, shippers were anxious to acquire sufficient barrels to ship their product to market. This season, however, it is said that the shippers, realizing that the apple crop, especially in the Central States, was low, and there was a stock of barrels for this crop large enough to meet requirements, have not come forward with orders as fast as was expected. Early in the season numerous inquiries were reported received. Since then it has been said that letters canceling the orders and inquiries for prices have been received.

### High Freight Rates a National Business Handicap

Freight rates are strongly against the barrel industry as against all other lines. They are too high. Every effort is being made now by shippers' associations to bring these down, but as yet the results have been effective only locally and in a small way. California shippers, and even Florida shippers, are attempting to ship by boat coastwise. It is hoped that this method will prove to be of some benefit to the shippers.

### Business Fighters Are Always Rewarded

The Chicago Tribune early in the year said: "1921 will reward the fighters." Some one has cleverly added to this, making it read: "1921 will reward the fighters in 1922." And this, it appears, will prove to be no exception in the cooperage industry here.

All industry is looking forward to a revival this fall with a probable recovery in the spring. The men who get out and fight for business now are building up a trade which will most certainly be their own when the recovery does happen. This has been thoroughly taken into consideration by many of the cooperage firms here and their men are not loafing just because business is poor and the weather is hot.

### Encouraging Prospects for Fall Trade, Says D. W. Ryan

While D. W. Ryan, of Daniel W. Ryan, Inc., 220 South State Street, Chicago, answered the first question which the JOURNAL'S representative recently put to him, by saying that business was pretty slow, he, however, did tell some interesting facts regarding business at the present moment, and his chronicles, before he closed, proved encouraging. Mr. Ryan, in answer to the interrogative: "Do you think business will be better this fall?" said that he did. He said that he expected to see some demand this fall, for more than one reason. One reason he gave was that prices this year can not be compared to what they were last year. The prices of last year are now looked upon as having been fatal to the trade at that time. This coming fall, however, prices will be as low as they are now, and in some cases lower. It is said here that the trade is selling stock as low as cost and in some instances it is said that they are selling below cost. Mr. Ryan, whose company has recently been appointed to represent the Olympic Cooperage Co., of Port Angeles, Wash., here and in the East, said that they are finding a fairly good market for this new company's output, considering the obtaining trend of business. The Olympic Co. has just recently commenced to manufacture fir, spruce and cedar cooper stock, with Theodore Siegfried as its president.

A recently incorporated cooperage plant is the Lawrence Cooperage Co., of Lawrenceville, Ill., which is capitalized at $16,000 and will manufacture boxes, barrels, etc. Incorporators: N. M. Tohill, P. B. McCullough and F. G. Horner.

News was recently brought to Chicago of the burning of the Racine Industrial Plant, in which was located the Racine Barrel and Cooperage Co., Racine, Wis. The plant and stock of the company were totally destroyed, it is said.

Close to 150 golf enthusiasts, members of the Lumbermen's Golf Association of Chicago, spent June 21st at the Beverly Country Club, where, despite the heat, they had a wonderful time.

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### Business Opportunities for the Wooden Barrel

Among the recent incorporations which have been granted charters and which will probably be in the market for barrels are:

The Auburn Park Oil Co., located at 7822 Green Street, Chicago, Ill., capitalized at $100,000. This company will deal in and refine oil and other minerals, gas, etc.

Dyas & Legres, located at 5514 West Lake Street, Chicago, Ill., capitalized at $15,000. This company will manufacture and deal in chemicals.

The Residual Oil Co., of 122 South Michigan Avenue. This corporation will manufacture and deal in oils, lubricants, coal tar products, etc.

The Federal Drugs Co., 48 East Roosevelt Road, capitalized at $5,000, to manufacture drugs, chemicals, etc.

Frank Mason Chemical Co., 737 West Madison Street. Capitalized at $20,000. This firm will deal in and manufacture medical and dental remedies, drugs, druggists supplies, etc.

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### WINTER WHEAT YIELD LARGE AND EXCELLENT

The story of the crops, says Archer Wall Douglas, is the story of the daily weather map, with all its inconsistencies and unexpected happenings. The cutting of winter wheat is nearly over and the only thing that can harm it now is a wet harvest, which is very rare so late in the season. It is a large yield and of excellent quality.

Spring wheat is still in the making, but, so far, nothing more serious has happened to it than damage from drought in parts of the Northwest, notably the Dakotas, which seems to be localized because of recent rains in the greater part of these States. There are rumors of black rust, but nothing of an alarming nature. Barring spread of the rust, there is promise of a large yield.

Oats is doing fairly well, although in some sections it suffers from smut. Corn, with a large acreage, has a fine prospect, except south of the Ohio and east of the Mississippi, where it is in dire need of rain. This situation has been relieved locally by scattered showers in the last ten days.

Corn is a salient example of the effect of the weather on crops. It was delayed in planting because of a late spring and in some sections had to be replanted. Two or three weeks of warm, dry weather brought it out in fine shape, so that it goes into the trying month of July with a fine stand and well cultivated.

There will be much forage and feed for livestock this year unless an extensive drought appears later on. However, in Southern Arizona and New Mexico pastures and grazing ranges greatly need rain and livestock is suffering severely from lack of food.

Cotton is doing fairly well west of the Mississippi, but east of that stream it is encountering drought and the boll weevil.

Potatoes, garden truck, kaffir corn and sugar cane offer a generally good outlook, with somewhat lessened yields of rice and sugar beets.

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### NEW OIL REFINERY PLANNED

Another oil refinery is to be built in the St. Rose-Destrehan-Sellers section, a few miles from New Orleans, La., on the Mississippi. The Marlin Refining Co., of Ponca City, Okla., recently bought half of the Modoc plantation, between St. Rose and Destrehan, and will establish a modern refinery. This will be the fifth oil refinery in the New Orleans district. Plants in operation are the Mexican Petroleum Corporation, Island Refining Corporation, New Orleans Refining Co. and Petroleum Import and Export Co.

### COOPERAGE INDUSTRY USES WOOD FROM THE OLYMPIC FORESTS—PRODUCT SENT TO ALL PARTS OF THE WORLD

Under the above double column head the Port Angeles *Evening News*, Port Angeles, Washington, carried the following address delivered by Theodore G. Siegfried, president of the Olympic Cooperage Co., Inc., himself a Rotarian, before the Port Angeles Rotary Club, at one of their recent noon luncheons. The *News* report says:

"That the cooperage industry, and the making of barrel staves and headings from Clallam County fir, spruce, cedar and hemlock for the barreling up of fruits, ice creams, molasses and other products is an interesting industry, was manifested at the Rotary luncheon this noon, when Theodore Siegfried, the youthful manager of the local Olympic Cooperage plant on Ediz Hook spit, gave the history of a barrel stave and heading from the virgin forest to the ship's hold in which it is finally shipped to destination.

"Characterizing the industry as one that had the world as its market, Mr. Siegfried told of how the local mill took logs of cedar, spruce, fir and hemlock, sawed them to needed lengths, split them, milled them, put them through dry kilns with a heat of 185 to 190 degrees and finally, after having them 'air-slacked', took them to the finishing mill and later to the inspectors and bundlers.

"The manufacture of heading, their fastening with wooden pegs, glueing and drying, was also explained in detail.

"The staves manufactured here are from 12 inches to 36 inches in length and from ⅜ of an inch to 1¼ inches in thickness.

"Ice cream tub staves are from 15 inches to 31 inches in length and from ⅞ inch to 1½ inches wide.

"The product of the Olympic Cooperage Co's mill has a scope from a 2-gallon cask to an 800-pound fish cask.

"Thirty-five thousand feet or more a day can be turned out at the local plant, or a capacity of 1,500 barrels a day. 'The whole world is our market if we wish to invade it,' Mr. Siegfried told the Rotarians, and according to figures presented us by the State Forest Supervisor, we have approximately 90 billion feet of timber right at our back door, which is nearly all tributary to Port Angeles. This includes fir, spruce, hemlock, cedar and other woods on the Olympic Peninsula. In addition to excellent transcontinental railroad lines and having the benefit of transcontinental freight rates from here, we also have deep water, so we can ship by boat to any port on the Pacific Coast, Alaska, Atlantic Coast, Gulf of Mexico points, South America, as well as to foreign countries.

"Our manufactnring capacity is unlimited, for we can increase to meet the demand as conditions warrant. In addition to manufacturing barrel staves and heading we will also make fir and cedar ice cream tub staves and bottoms. We will also have a very competent crew of skilled workmen and are familiar with the method of manufacturing stock direct from the huge logs.

"Local labor conditions are very rapidly adjusting themselves. Log markets are still very firm with a fair surplus in the water at this time."

D. W. Ryan, Inc., Consumers' Building, Chicago, is representing the Olympic Cooperage Co., Inc., in the East.

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### FORD'S RAILROAD TO CUT RATES 20 P. C.

At Columbus, Ohio, July 18th, the Detroit, Toledo and Ironton Railroad, controlled by Henry Ford, Detroit automobile manufacturer, filed with the Ohio State Public Utilities Commission a new schedule of freight rates providing for a 20 per cent. reduction from the present rates between points on the line.

The new schedule is to become effective August 20th.

The joint or connecting rates are not affected, the present rate for shipments originating on the Detroit, Toledo and Ironton, but destined to some point on a connecting line remaining the same.

The new schedule for local point shipment, however, applies to all points throughout the system from Ironton, O., on the Ohio River, to Dearborn, Mich.

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### FOREIGN TRADE OF UNITED STATES DECREASED DURING FISCAL YEAR

The statement of the foreign trade of the United States by months during the fiscal year ended June 30, 1921, just issued by the Department of Commerce, shows a decrease in the value of imports and exports of merchandise, as compared with those during the year ended June 30, 1920. Imports were valued at $3,666,769,537 and exports at $6,519,365,734 during 1920-21, as compared with $5,238,252,114 and $8,108,988,663 during 1919-20.



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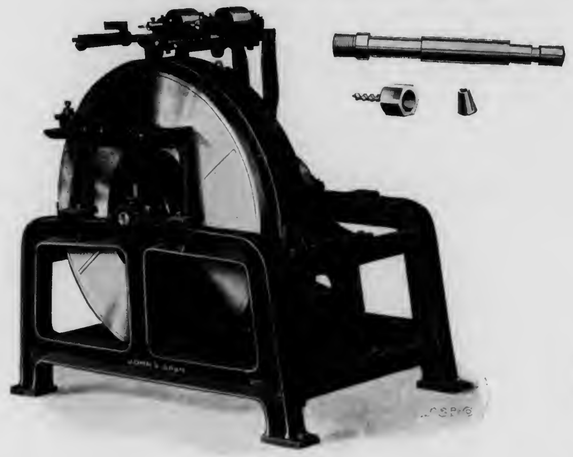

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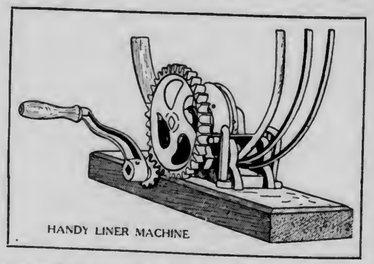

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# The Apple Crop for 1921

### General Crop Conditions of Maryland State Horticultural Society

Reports from different sections of the country indicate the bulk of the apple crop of the United States will be produced in the West. Figures from the Middle West and East are not yet available as to the forecast of an apple crop, but it is expected that in a great many sections the crop will be smaller than it has been for a number of years past.

According to the latest reports received from all counties in the State and from the reports received by the Bureau of Crop Estimates, there will perhaps be 20.6 per cent. of a crop of apples in Maryland. The indications are that this will be the smallest crop of apples produced in the State in the past 20 years. The following table shows the June 1st condition from 1900 to 1920, inclusive, and the November 1st condition for the same period. It will be noted that the crop of 1913 was the smallest in that time. In averaging June 1st conditions for the past twenty years, as compared with the November 1st condition, when the bulk of the crop is harvested, it is found that on an average the estimates on June 1st indicate about 90 to 95 per cent. of what the final crop may be. As a result of the records for the past twenty years, it may perhaps be reasonable to expect that by November 1st there will be 25 per cent. of an apple crop for the entire State.

| | June 1st | November 1st |
|---|---|---|
| 1900 | 94 | 70 |
| 1901 | 87 | 80 |
| 1902 | 67 | 56 |
| 1903 | 73 | 74 |
| 1904 | 76 | 88 |
| 1905 | 71 | 78 |
| 1906 | 68 | 56 |
| 1907 | 50 | 55 |
| 1908 | 76 | 60 |
| 1909 | 64 | 50 |
| 1910 | 72 | 73 |
| 1911 | 68 | 70 |
| 1912 | 73 | 70 |
| 1913 | 44 | 35 |
| 1914 | 80 | 89 |
| 1915 | 64 | 60 |
| 1916 | 72 | 62 |
| 1917 | 75 | 64 |
| 1918 | 57 | 55 |
| 1919 | 70 | 54 |
| 1920 | 78 | 90 |

The Maryland Crop Estimate Report divided into districts shows the following percentages:

District No. 1, including Garrett, Allegheny and Washington Counties, shows an estimate of 5 per cent. of a crop.

District No. 2, including Frederick, Carroll and Baltimore Counties, shows an estimate of 15 per cent. of a crop.

District No. 3, including Harford, Cecil and Kent Counties, shows 30 per cent. of a crop.

District No. 4, including Montgomery, Howard, Anne Arundel and Prince George Counties, shows 25 per cent. of a crop.

District No. 6, including Queen Anne, Caroline, Talbot and Dorchester Counties, shows 15 per cent. of a crop.

District No. 8, including Charles, Calvert and St. Marys Counties, shows 30 per cent.

District No. 9, including Wicomico, Somerset and Worcester Counties, shows 45 per cent.

As indicated in previous reports, these figures show that there is perhaps less damage to the fruit crop in those counties east of the Chesapeake Bay than in the western part of the State; exception to this being in Queen Anne, Caroline, Talbot and Dorchester Counties, where there was some additional damage as a result of more recent storms.

Comments from different counties:

*Washington County*—"From 10 per cent. to 25 per cent.—mostly Yorks." "40 per cent. to 50 per cent. of Yorks." "Late freezes largely responsible for short crop, but over-production last year influenced conditions somewhat." "5 per cent. to 10 per cent.—mostly Yorks, looking fine, of good size and color." "10 per cent.—only orchards that failed last year are bearing anything worth while—fruit clean and looks well." "Not over 10 per cent. of last year." "Coddling moth and scab very troublesome."

*Garrett County*—"Very heavy bloom, but completely killed."

*Caroline County*—"10 per cent. to 15 per cent.—insects and disease seem to be worse than usual." "10 per cent. Black Ben and Delicious full."

*Worcester County*—"15 per cent—mostly Williams Early, Yellow Transparent." "Late varieties not showing much fruit except on trees 25 years of age and over."

*Howard County*—"Perhaps 15 per cent."

*Kent County*—"Hail storms have reduced crop that withstood freeze—perhaps 40 per cent. of a crop."

*Allegheny County*—"5 per cent.—oyster shell scale more widespread than usual." "June drop practically negligible; some orchards will have one-half crop." "Average for county 30 per cent."

*Baltimore County*—"Apple crop will be short perhaps 20 per cent." "June drop appears heavy; perhaps 10 per cent."

*Charles County*—"Perhas 20 per cent.—June drop quite heavy."

### "JOURNAL'S" JULY APPLE NUMBER MOST COMPREHENSIVE REPORT OF APPLE SITUATION IN THE UNITED STATES, SAYS B. G. PRATT

B. G. Pratt Company
Manufacturing Chemists

**New York, N. Y., U. S. A., July 14,1921.**

**Editor The National Coopers' Journal:**

**I want to thank you for your July, 1921, issue, the "Journal's" Annual Apple Number, copy of which issue is just received. This is the most comprehensive report of the apple situation in the United States that I have seen up to this time, and wish to congratulate you.**

**Yours very truly,**
**B. G. PRATT COMPANY,**
**B. G. Pratt,**
**President.**

*Carroll County*—"No fruit, but trees in good condition." "Practically no apples in this neighborhood, but trees that were sprayed are in healthy and clean condition."

*Montgomery County*—"From 15 to 20 per cent—considerable insect injury in unsprayed orchards." "Comparatively light June drop—fruit developing well, but crop very irregular."

*Harford County*—"Perhaps 20 per cent.—some scab developing."

*Somerset County*—"40 per cent. of a crop—blight bad in both apple and pear trees."

*Wicomico County*—"Perhaps 10 per cent.—no Stayman, York or Grimes." "5 per cent. Delicious, 50 per cent. Wilson Red June."

*Talbot County*—"10 per cent.—prospects have gradually diminished—barring such accidents as hail and comets this figure will stand."

*Anne Arundel County*—"(10 per cent.—blight developing in some orchards, especially York Imperials."

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Chas. W. Mann, President Massachusetts Fruit Growers' Association, reports that the apple yield throughout his section will be very poor this year, late frosts having been very bad and damaging to the fruit crop. Mr. Mann advises that he is now using bushel boxes very largely.

Haines & Thompson, Edwardsville, Kans., reporting on 1921 crop prospects in his section and the need for barrels, says briefly, "No crop, no barrels."

### WANTS COMMERCIAL ORCHARDS PUT IN NORTHERN PART OF MISSISSIPPI

Mississippi Agricultural and Mechanical College, Department of Horticulture

Agricultural College, Miss., July 27, 1921.

Editor The National Coopers' Journal:

In regard to apple barrels for this State, will advise that no fruit is shipped out of this State in barrels. There are some very nice apples produced, but all find a market locally. We are in hopes that the northern part of the State will put in some nice commercial orchards, but to date we have not succeeded in getting them started.

Yours very truly,
J. C. C. Price,
*Horticulturalist, Experiment Station.*

### BARREL MANUFACTURERS GIVING GOOD SATISFACTION, SAYS W. F. D. BATJER

Rogers, Ark., July 20, 1921.

Editor The National Coopers' Journal:

Dear Sir—As to the apple crop prospects, the Easter freeze totally annihilated the apple crop in this section and I very much doubt if there will be a single barrel of apples shipped out of here.

We are very well satisfied with the relations between the barrel manufacturers and the grower, as we have a progressive cooper who takes care of our needs in fine shape.

Very truly yours,
W. F. D. Batjer,
*Secy. Ark. State Hort. Society.*

### THE APPLE CROP BRIEFLY REPORTED

E. R. White, Bowdoinham, Maine, reports 85 per cent. of a full apple crop for his section this year. Mr. White will use 1,200 barrels for his own packing and is now in the market for his supply.

H. Bammer, Bailey, Mich., writes that the apple crop in his locality will not be very good this year. He estimates that he will use about 1,000 barrels for his 1921 packing, for which packages he will be in the market later.

B. C. Auten, Carterville, Mo., reports no crop whatever for his section this year, the freeze having destroyed the fruit. Mr. Auten further advises that he is retiring from the apple-growing business.

James A. Green, Cuba, Mo., writes that the May frost finished the apple crop in his locality for this year and that there will be no yield whatever. All other fruits have suffered in common with apples in his section, Mr. Green advises.

W. F. Flournoy, Marionville, Mo., reports that his section will have nothing to go in barrels this year.

Hunt Bros. Fruit Co., St. Joseph, Mo., reports total failure of the apple crop in their section this year, therefore, no need for barrels.

A. L. Smally, Crockett, Va., writes that as there will be no apple crop in his locality this year there will be no demand for barrels. Mr. Smally reports that the wheat crop is very good.

J. E. Atkinson Co., Pawnee City, Neb., reports the entire apple crop in their section killed, therefore, no packages will be needed.

W. A. Johnson, Lancaster, Wis., reports a very poor apple crop for his section this year, nearly all fruit having been spoiled by late frosts. In view of conditions Mr. Johnson will use no barrels.

J. S. Brown, Hendersonville, N. C., reports that from his own orchards a 50 per cent. yield will be obtained this year, although his county will have but a 10 per cent. crop. Mr. Brown advises that he uses no barrels, only bushel boxes.

C. C. Clemons Company, Kansas City, Mo., writes that there will be no apples in their section this year.

Ozark Orchard Company, Kansas City, reporting, says: "Have sold all our orchards. Are out of the game."

F. Howard Brown, Marlboro, Mass., reports that the 1921 apple yield in his locality will be very poor. Mr. Brown says he will use no barrels.

H. L. Alexander, Martinsburg, W. Va., reports about 20 to 25 per cent. of a normal crop for his locality this year. Mr. Alexander says he will use no barrels.

M. Miller & Son, Irving, Ill., report the crop poor with no need for barrels.

L. J. Reed, Procroys, W. Va., reports crop complete failure in his section. No barrel needs.

Wm. Brimble-Combe, Carmi, Ill., reports the crop a total failure in his section. Not a barrel will be needed in his county this year, Mr. Brimble-Combe advises.

J. Ginther, Bone Gap, Ill., reports only about a quarter of a crop for his locality, with no need for barrels.

W. S. Brock, Urbana, Ill., reports a poor average for the State, not more than 8 per cent. of a normal yield being expected.

W. S. Neill, Venice, Ohio, reporting for his section says :"No apples, need no barrels or stock."

W. O. Anderson, Commission Co., Topeka, Kans., writes that the apple yield in their locality this year will be poor. They will use only about 1,000 barrels.

## FRUIT AND VEGETABLE SHIPPERS INTERESTED IN STANDARDIZING CONDITIONS

To eliminate fraud in the marketing of fruits and vegetables by the substitution of short-measure packages at full-measure prices is one of the principal objects of specialists of the United States Department of Agriculture now making a study of the hundreds of different types of containers in use. For example, baskets which contain seven-eighths of a bushel are frequently used as bushel baskets, it being difficult to detect the short measure. In Farmers' Bulletin 1196, from the Bureau of Markets, just published by the department, the specialists discuss the need for standard containers for fruits and vegetables and describe how the public is sometimes defrauded because of the many types and sizes of containers now in use.

The serious lack of uniformity of containers increases the cost of marketing, say the specialists, because of the greater expense of manufacturing a large number of unnecessary styles and sizes and by breakage in transit, which is sometimes directly attributable to the difficulty of loading odd-sized containers. There are in common use at present about 40 sizes of cabbage crates, 20 styles of celery crates, 30 lettuce crates or boxes, 50 styles and sizes of hampers, 15 styles and sizes of round-stave baskets and marketing baskets varying in size from 1 to 24 quarts, whereas relatively few standard sizes would satisfy all demands of the trade. In many cases the 6-quart market basket, the ⅞-bushel bean hamper, and the 5-peck lettuce hamper are confused with peck, half-bushel and 1½-bushel baskets.

### What the Federal Standard Barrel Law Has Done

The Federal standard barrel law and the United States container act, which establish standard containers, have done away with a large number of unnecessary sizes of barrels, berry boxes and grape baskets and have awakened a widespread demand for the application of the same principle to other containers, says the bulletin. At present there is no standard hamper, which is one of the most widely used types of containers, especially popular in the Eastern and Central States. Almost 30,000,000 of these baskets are used annually. The sizes of hampers which are recommended by the Bureau of Markets of the Department of Agriculture as being sufficient in number to satisfy all legitimate requirements of the trade are as follows: 8-quart, or 1 peck; 16-quart, or one-half bushel; 32-quart, or 1 bushel; 48-quart, or 1½ bushels. It is suggested that the latter be made in two styles to meet the preferences in various parts of the country.

The round-stave basket, for which there is no standard, is popular in all regions except the Southern and Middle Atlantic States and on the Pacific Coast. About 20,000,000 such baskets are manufactured annually. The sizes which are recommended as standards by the Bureau of Markets are the same as those recommended for the hamper, except for the elimination of the 8-quart size. The splint, or veneer, baskets, for which there are also no standards, are well known to the public as market baskets. The sizes which are proposed by the Bureau of Markets are five in number—4, 8, 12, 16 and 24 quart.

## CANADIAN APPLE SHIPMENTS

It is reported by Consul-General Edward M. Gunsaulus that the apple export season of 1920-21 was the second best on record, being approximately 1,000,000 barrels as against 1,500,000 barrels in 1911. Practically all of these were produced in the Annapolis valley.

## HEAVY LOSSES SUSTAINED IN EXPORTING APPLES

As a step toward correcting faults in the present methods of handling export shipments of American apples and pears and other fruits, specialists of the United States Department of Agriculture are studying the prevailing transportation conditions. During the last few months one of these specialists accompanied a cargo of apples and pears from New York to London, and inspected other fruit cargoes upon their arrival in London and Southampton.

While foreign markets have generally proved attractive to American apple shippers, much dissatisfaction arises because of the uncertainty of transit conditions and the heavy losses suffered by the fruit. In two important cargoes during the past season this loss was more than 50 per cent., and in the total export movement of nearly 2,000,000 barrels it is estimated that at least 15 per cent. of the fruit is a total loss or shows substantial deterioration with consequent loss in value.

Various factors contribute to the loss, and it is planned to inaugurate certain definite experiments at the beginning of the next season, giving attention to more careful culling of injured fruit at the packing house, better containers, prompt loading on the steamships, with special emphasis on proper loading equipment and careful handling, and proper refrigeration or ventilation en route. With careful handling at all stages the fruit should reach the European markets showing no greater damage than in the longer rail shipments in the domestic traffic.

## TRADE NEARS NORMAL, SAYS FRUIT GROWER

The present business depression is caused by the unwillingness of capital and labor to bow before inevitable economic forces, says J. S. Crutchfield, president of the American Fruit Growers, Inc. "The depth of unsettlement has been reached," he adds, "and we believe that conditions are ripe for the restoration of confidence.

"It is hard to imagine how fundamental conditions in the United States could be better than at present. The acute depression is artificial, unnatural and unnecessary. The approaching harvest of crops produced at post-war costs, and which can be sold at a net profit to the farmer, is one of the three big factors which will make for a normal volume of business.

"Railroads have received a material decrease in labor costs, and the Government should insist that freight rates return to the basis operative before last September."

## ST. LOUIS REPORTS NOTHING DOING IN THE APPLE LINE

There is nothing doing in the apple barrel line this year. The heavy frost that hit the apple section over in Calhoun County, Ill., did a great deal of damage and there will be few apples shipped this season, only those of a later variety.

The local concerns report business as being exceedingly quiet, just about the same as the prevailing conditions at the mills.

Carl Meyer, of the St. Louis Cooperage Co., says there is some stock moving at his plant. A little of everything is being called for, but not much of any particular kind. They are only working the plant on part time. In an accident that occurred at the plant one afternoon last week, one of the employes was buried under a pile of barrel staves, over which he had jumped for safety, when the loosely piled material started to slide under his weight and the result was that he suffered a broken back and many other injuries.

C. Wunderlich Cooperage Co. report similar conditions prevailing at that plant as prevail at the other local concerns. Business is exceedingly quiet and they are only working part time.

E. P. Voll, of the newly organized Voll Cooperage Co., says he is doing remarkably well for a new concern and he is well pleased in consequence. The volume of business that is being booked by the Voll Cooperage Co. is most encouraging.

O. T. Steudel, of the Mill Shoals Cooperage Co., who returned recently from a trip to the mills of the company in Tennessee and Arkansas, reports same conditions exist as those from nearly every other source.

Noting in a New York daily that Carpentier, the French fighter, expressed his preference for a small training ring that he might accustom himself to stepping about "like a cooper around a barrel," as the reporter put it, L. S. Campbell, advertising manager of the Colwell Cooperage Co., the "Coleo" products, New York, opines that most everybody, everywhere knows about the wooden barrel and its manufacture.

## IN THE SOUTHERN COOPERAGE FIELD

Touching the outlook in apple barrel lines and the slack cooperage trade in general, the best observation at Memphis is that there is an improvement over a month ago. In fact the slack cooperage trade is very much better, with fruit barrel stock moving. This is natural as the season advances toward harvesting time. Even though this is a bad year for apples generally, still the cooperage industry has, in spite of all freezes, etc., prepared to care for the apple trade's needs in a satisfactory manner, no matter how small the volume. The crop is considerably short. One large manufacturer, for instance, who produced and shipped something over 20,000,000 fruit barrel staves last year, reports less than 3,000,000 in the same class of staves this year and will not produce any more. Prices on all lines of barrel stock seem to be much below cost of production. There was quite a little activity in hoops during July, with the prospect of increased business. Prices have advanced considerably over the quotations of a month ago. Heading is also slightly higher than last month, with further advances certain as the demand increases.

V. W. Krafft, secretary of The Associated Cooperage Industries of America, was in Memphis the first part of July attending the group conferences of the coiled elm hoop and the tight barrel and stave manufacturers held at the Gayosa Hotel. Secretary Krafft also attended a meeting of the yellow pine heading manufacturers at Birmingham, Ala., before he hit Memphis.

Ed. Hamilton, of Wynne, Ark., presided over the tight stave and heading group meeting at Memphis July 14th, while E. A. Powell, of the Powell Cooperage Co., Memphis, Tenn., presided over the meeting of the Slack Cooperage Group, which was held July 13th at the Gayosa.

M. C. Smith, of Memphis, presided over the coiled elm hoop manufacturers' meeting. The Trade Extension Bureau work was discussed at this gathering.

The pine heading group meeting at Birmingham, Ala., July 12th, was presided over by W. E. Nichols, of Calera, Ala. Southeastern trade conditions were reported more active and the mills in this class of business renewing activities.

G. E. Wilson, of Wylie & Wilson, Inc., Saginaw, Mich. was in Memphis the past month on his way to Arkansas, where his company has milling interests.

George Nervig, of J. C. Pennoyer & Co's Chicago office, was also in Memphis and Southern points in July. Mr. Nervig reported a gradual improvement in business, but with tight cooperage still rather quiet on most items.

Mack Morris, of the Harlan-Morris Mfg. Co., Jackson, Tenn., tight barrel staves and heading, was in Memphis recently. Mr. Morris reports his factory operating, but market conditions rather dormant, although it was noted to be picking up a little.

Charles Kennedy, of Amory, Miss., well known in stave circles, was a late visitor in Memphis.

C. H. Wright, manager of the Memphis office of J. C. Pennoyer & Co., is in Arkansas and Louisiana mill towns at this writing. Alvah Teachout, of the same office, reports conditions in tight cooperage but little changed.

Fred Volterman, of Brownsville, Tenn., was in Memphis a few days during the past month. Mr. Volterman is operating one or two tight stave and heading mills in Tennessee, near Brownsville, and near Canton, Miss., and has many friends and acquaintances in tight cooperage circles.

Ernest Hawkins, of New Albany, Miss., attended the July group meeting of the tight stave and heading manufacturers in Memphis. Mr. Hawkins' town has just organized a live and strong Chamber of Commerce and he has the honor to be vice-president of the same.

Sam Russell, of the Russell Stave Co., of Hot Springs, Ark., was a late visitor in Memphis.

In line with the Lucas E. Moore Stave Co., New Orleans and New York, whose mill at Mobile, one of the largest in the South, employing several hundred persons, has resumed operations, several other manufacturing concerns in this section that have been idle for some time will resume work this month.

S. S. Colvin, identified with Arkansas slack cooperage manufacture, has taken up his residence in Memphis.

The Lumbermen's Club of Memphis at its recent meeting appropriated $300 for the use of the Mississippi Waterways Association. This action was taken by a unanimous vote. Five organizations altogether contributed to the work in the total sum of $1,500. Much interest is manifest again in river transportation in every form here.



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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

## BUFFALO COOPERAGE TRADE

All branches of the cooperage trade are suffering, like most everything else, from more material than demand. The man who owns timber suitable to working up into cooperage stock is unable to sell it for what it will cost him to market it. He may have some surplus left from the good prices obtained a year ago, but he begins to be afraid that it will not last until he can again sell his stock at a profit. The cooper shop owner is pleased to find that he can buy stock at bottom prices, but he is up against the fact that he cannot sell barrels as he used to. He knows that staves and hoops and heading are not bringing the producer any profit worth mentioning, and at the same time he is much disturbed over the fact that the finished article is not likely to bring more than it costs him.

### What it Means to "Kill the Goose That Lays the Golden Eggs"

These conditions in business almost always follow periods of inflation and excess, as they have emphatically at present. People made money so fast that they forget the usual precautions and did what they could to "kill the goose that lays the golden egg," and they very nearly succeeded. This is not exactly true of the package end of the trade, as the demand has dropped off severely of late. It may come back again with better times, but quite likely will not to the extent of old times.

### Cooperage Trade Doing as Well as Any Other Line

Perhaps it is enough to say at present that the trade is doing as well as most other branches of business and will be likely to go on with the rest when that gets on its feet again. The constantly declining market has disappointed some coopers who laid in stock a month ago, or, as some did, several months ago. Those who paid $15 or more for staves, which are now selling for about $10, have a loss which will be hard to make up. Fortunately for the majority of coopers, they have not been buying much so far this year, and they expect to buy as little as possible until business improves. The wise seller who did not predict several weeks ago, or earlier, that the market for material would soon go higher, will get the orders when they are placed.

### The Slack Stock Market

Quotations on slack cooperage material are now as follows, f. o. b. Buffalo:

| | |
|---|---|
| No. 1, 30-inch elm staves | $12.00 to $12.50 |
| No. 2, 30-inch elm staves | 9.50 to 10.00 |
| No. 1, 30-inch gum staves | 11.75 to 12.25 |
| No. 1, 28½-inch elm staves | 12.75 to 13.25 |
| No. 1, 28½-inch gum staves | 12.25 to 12.75 |
| No. 2, 28½-inch gum staves | 9.25 to 9.75 |
| Mill run, 28½-inch gum staves, fruit.. | 10.00 to 10.50 |
| Six-foot hoops; six-foot-nine hoops.... | 13.00 to 14.00 |
| No. 1, 19⅛ basswood heading | 12½c to 13c |
| No. 1, 19⅛-inch gum heading | 12c. to 12½ |
| No. 1, 17⅛-inch basswood heading | 11½c to 12c |
| No. 1, 17⅛-inch gum heading | 10½c to 11c |

### New York a Great Apple-Growing State

The way Western New York has gone in for apple production was a revelation to some of the agricultural representatives of Ontario, Canada, who recently made a trip through the apple belt. The orchards around Sodus are said to be much more numerous than those along the Canadian shore of Lake Erie and along the Niagara River.

The hot weather of the past month, which has been unprecedented for its length, is believed to have caused a good deal of damage to the apple crop. At this season many apples drop from the trees on hot days, and so many such days have been seen that it is a wonder if any apples will be left on the trees. New apples are bringing a good price, since the offerings of new summer apples are small. Green apples are $1.50 to $2 per bushel, while red are $3 to $4. The Southern apples, for some reason, have disappeared, probably because they cannot be sold for less.

### The Flour Barrel Demand Is Small

The flour barrel demand is small. Much of the flour selling in this market at present comes from the Southwest, and it is being offered at all kinds of prices for the new crop. The spring wheat flour millers are getting no more business than a month ago; consequently they are using only now and then a load of barrels.

### Personal and Trade Notes of Special Interest

W. K. Jackson, of Jackson & Tindle, has been at Montreal for the past two weeks. He has been having a new motorboat built in that city for use at his summer home at Niagara-on-the-Lake, Ont. The firm states that but little cooperage stock is being bought at present.

W. G. Pennypacker, Jr., finds the demand for slack cooperage material continuing backward and looks for dullness to continue for a time.

The Niagara Cooperage Co., Lockport, reports a backward state of the flour barrel trade in that city, and apple barrels are also in small demand.

The Carlton Produce Co. has been organized at Carlton, Orleans County, N. Y., and a charter has been received to carry on business in farm produce, fruits, cooperage stock and coal. The capital stock is $50,000.

George E. Barrett, treasurer of the Quaker City Cooperage Co., is here for several weeks from his home at Philadelphia. The plant finds a light demand for flour barrels.

The Quaker City Cooperage Co. is running on part time, as for some months past, and sees no prospect of early change for the better in the demand from the millers.

Peter Glor, a veteran member of the cooperage trade, but for some time retired, died recently in this city. Most of his lifetime was spent in the cooperage business in Buffalo and for some years he was a partner with Frederick Gridley in the firm of Glor & Gridley. They made a great many tight barrels for the glucose works which formerly operated in this city, besides making flour barrels. At their mill on Amherst Street they manufactured both staves and heading. The firm was succeeded by E. & F. Glor, sons of Peter Glor, and at length the business was sold to outside parties. Surviving are a widow, Mary E. (nee Hunsinger) Glor, and five children, Edward P., Frank F., William J. and Elmer W. Glor and Mrs. Albert Bartz.

## QUITS THE COOPERAGE TRADE

Terse and to the point comes information from E. Q. McGlone, Ulvah, Ky., that he is no longer interested in the cooperage trade. "I have quit," said Mr. McGlone. Oil and spirit barrel staves were made a specialty by Mr. McGlone.

## CALIFORNIA 1921 OIL PRODUCTION WILL SHOW BIG INCREASE

According to a report, California's oil production this year is expected to show an increase of 14,000,000 barrels over 1920. This is the estimate of the State Oil Supervnsor. A total production of 120,000,000 barrels for 1921 is predicted.

## STATES TO RECEIVE FEDERAL AID FOR FOREST PROTECTION

Twenty-four States, or more, received $400,000 of Federal funds for the protection of their forest lands from fires during the fiscal year beginning July 1, according to a statement by the Forest Service of the United States Department of Agriculture. This co-operation was first authorized by the Act of March 1, 1911, commonly known as the "Weeks Law," and has continued ever since. Last year $125,000 was appropriated for the work, but Congress this year, realizing the importance of fire prevention in our forests, substantially increased the amount to be expended. At least three more States are expected to join the ranks of co-operators shortly.

Allotments of money for forest protection are made by the Forest Service to individual States on the basis of 7 per cent. of the estimated cost of adequate fire protection in that particular State, with the limitation that the maximum allotment can not exceed $25,000. Both figures depend upon, and vary with, the size of the Federal appropriation for this work received from year to year. Forestry experts believe that the ideal apportionment of protection expense would be: Federal Government, 25 per cent.; States, 25 per cent.; private owners, 50 per cent., but this is not possible at present.

The four important limitations governing Federal co-operation in fire protection under the Weeks Law are:

(1) It is extended only to States that have provided by law for a comprehensive system of fire protection.

(2) It is limited to the watersheds of navigable streams.

(3) The State must expend an amount at least equal to the Federal appropriations for that State.

(4) Fire protection must include not only merchantable timber, but also young growth and cut-over lands. In other words, it must cover all classes of forest land.

The basis of this Federal co-operation is the recognition by the Government of the Nation's interest in keeping the forest lands of our country continuously productive, especially on the watersheds of navigable streams, and the further recognition of the fact that the nation should bear a part of the cost of the work. With fire danger minimized or eliminated, foresters say the problem of keeping forest lands continuously producing timber, and erosion and floods partly controlled will be greatly simplified, and it is to help the States and private owners to do this very thing that the co-operation under the Weeks Law is carried on.

The equipment of the new Calf Barrel Co., Vancouver, Washington, will soon be installed and the plant put in operation.

F. F. Adel, Evergreen, Long Island, N. Y., is representing the newly incorporated Modern Cooperage Co., which will manufacture barrels and other packages.

The Yazoo Cooperage Co., Yazoo City, Miss., has purchased a stave plant at Reynoldsville, Ill., and is making arrangements to have it put upon the lot near the present cooperage plant.

The Sauer Cooperage Co. of Delaware has been incorporated with a capital of $50,000 to manufacture barrel staves, heading, hoops, etc. The incorporators are S. E. Dill, M. A. Bruce and T. L. Croteau, of Wilmington, Del.

The Roanoke Cooperage Co., Roanoke, Va., announces it will establish a retail lumber yard and later on a planing mill. Both will be operated in connection with the cooperage manufacturing plant the company has been operating for a number of years.

QUALITY SERVICE

# W. K. NOBLE

(Established 1887)

*Manufactures*

## *Coiled Elm Hoops Headliners Staves and Heading*

*For SLACK BARRELS and KEGS*

Also can furnish material for → *Veneer Baskets Complete*

WE want all users of this class of stock to write for prices — can furnish in full or matched cars. Our mills are located in Michigan, Ohio, Indiana and the southwest.

We also manufacture a full and complete line of MACHINERY for the manufacture of coiled elm hoops, staves and heading; also Machinery for Tight Cooperage Stock.

We also furnish complete outfits for rebuilt machinery for above purposes. *Also* BOILERS, ENGINES, Etc.

As a *By-Product* we manufacture the BEST POULTRY CRATE on the market —:— See cut below.

WRITE FOR PRICES AND SIZES

*Address Main Office*

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## DEPARTMENT OF *The* ASSOCIATED COOPERAGE INDUSTRIES of AMERICA

V. W. KRAFFT, SECRETARY

OFFICE OF THE SECRETARY, 820 RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

### Rules Governing Inspection Service

Rules Governing Inspection Service reissued as of June 1, 1921, containing changes and amendments adopted at our May convention, are now ready. Copies will be supplied upon request.

### Appointment of Committees

The following standing committees have been appointed by President E. P. Voll:

*Membership Committee*—Messrs. O. T. Steudle, chairman, Mill Shoals Cooperage Co., St. Louis; A. L. Teachout, J. C. Pennoyer Co., Memphis, Tenn.; E. W. Beeson, Beeson-Moore Stave Co., Little Rock, Ark.; J. L. Borden, B. F. Borden Co., Front Royal, Va.; W. S. Grier, Enterprise Cooperage Co., Philadelphia, Pa.

*Traffic Committee*—Messrs. H. C. Mitchell, chairman, Bolz Cooperage Corporation, St. Louis; R. S. Clark, G. I. Frazier Co., Nashville, Tenn.; W. F. Eichorn, National Cooperage and W. W. Co., Peoria, Ill.

### Filing Overcharge Claims

Bill S-621, extending the time for filing overcharge claims which accrued during Federal control, for a period of one year, was passed by the Senate on June 10th, and its passage by the House is expected shortly.

### Chamber of Commerce Referendum No. 36—Taxation

There has been submitted to organization members of the Chamber of Commerce of the U S.. of A. Referendum No. 36, Regarding Forms of Taxation, a subject which is of particular interest at this time.

In order that our members may be afforded an opportunity to express their views on the questions submitted we are enclosing form of ballot which you are requested to kindly return promptly, indicating your views by an "X" in the appropriate spaces.

### Filing of Overcharge Claims

Bill S-621, which has been introduced in the Senate, proposes to extend the period as to matters involving overcharge by carriers, for one year longer. This bill would permit the filing of overcharge claims prior to Feb. 28, 1922. The bill has been reported by the Senate Committee on Interstate Commerce.

### I. C. C. Docket 11818—$10 Penalty Charge

The hearing of this case involving $10 penalty charge on shipment of lumber and forest products (including cooperage stock) held for reconsignment beyond the free time of 48 hours, began Monday, June 13th, in Chicago, before Assistant Chief Examiner Butler. The hearing was attended by your attorney and secretary and manager. Testimony tending to show the discrimination effected by assessing this penalty charge against shipments of cooperage stock was presented by Mr. Krafft, Mr. L. Burnett, of J. C. Pennoyer Co., and Mr. E. F. Stecher, of J. D. Hollingshead Co., Chicago.

We are hopeful that as a result of our presentation the Commission will find that this charge should not in any event be applied against shipments of cooperage stock.

### Reissue Tight Grade Rules and Specifications

Our Grade Rules and Specifications covering tight barrel material have been reissued and interested members can secure copies by applying to this office. The only change contained in these rules is that relating to "Mill Run White Oak Staves," page 5.

### Trade Opportunities
#### Slack

C. L. Thompson, P. O. Box 17, Monmouth, Maine, desires prices on apple barrels.

Ernest Gliesman, R. F. D. No. 2, Box 270, Fairview, Mass., wishes to secure quotations on apple barrels.

Philip H. DuBois, Propr. Elmwood Farm, New Platz, N. Y., desires prices on apple barrels; also information as to kind of material used.

Dozier Orchard Company, Athens, Ga., desire to get in touch with manufacturers of knocked down and set up apple barrels. Heretofore used boxes exclusively.

The West End Bakery, 1304 Spring Garden Avenue, Berwick, Pa., is interested in quotations on barrels (flour and sugar sizes) to be used for shipping bread; regular shipping crates used heretofore for this purpose.

C. A. Woolsey Paint and Color Co., Grand Merseles and Colden Street, Jersey City, N. J., are interested in securing sugar barrels and half barrels.

Frank Floding, 1426 12th Street, N. E., Canton, Ohio, desires quotations on apple barrels.

Heywood & Co., Wheeler, Ala., desire to get in touch with manufacturers of apple barrels.

W. F. Simon, Batchtown, Ill., wishes to secure prices on a small lot of apple barrels, to be shipped to West Point Landing, Ill.

G. R. McAbee Powder and Oil Co., Oliver Bldg, Pittsburgh, Pa., desire quotations on barrels with one head, to be used in the transportation of nitrate of ammonia from one building to another; the barrel to be larger at the top than at the bottom, and of the following dimensions: 18-inch bottom diameter inside, 20-inch top diameter inside; 26-inch high inside. Staves to be tongued and grooved, ¾-inch thick and 3¼ inches wide; elm hoops 1½ inches wide; bottom of two pieces grooved and fastened with spline; supported at bottom with small bent hoop to keep in place; copper tacks and copper nails throughout.

## DEATH OF JOHN WACKER

Another well known and widely esteemed member of the cooperage trade passed away in the recent death of Mr. John Wacker, president and general manager of the Ogeechee Valley Stave and Heading Co., Rocky Ford, Ga. Mr. Wacker died in Chicago while on a business trip, the body being shipped from Chicago to Quincy, Ill., for interment.

Mr. Wacker was long connected with the cooperage trade, having started in his father's shop in Warsaw, Ill., when he was 15 years of age. At 25 he opened a hand cooper shop at Alexandria, Mo., and after five years disposed of the shop to Bott Bros. From this point Mr. Wacker connected with J. D. Hollingshead at their Keokuk, Iowa, plant; with the Paducah Cooperage Co., at Paducah, Ky., then with the West Kentucky Cooperage Co. as manager, and then going to Rocky Ford, where with others he organized the present prosperous Ogeechee Valley Stave and Heading Co.

Mr. Wacker, because of his many admirable traits, will be sadly missed by the wide circle of business friends throughout the cooperage trade and within the Association membership.

## DEATH OF S. A. WOOD

It is with extreme regret that we record the death of S. A. Wood, for many years a member of the Davis-Wood Stave Co., slack cooperage stock manufacturers, Memphis, Tenn., which occurred at his home in Memphis, Sunday, July 10th. Mr. Wood retired from the Davis-Wood Stave Co. about one year ago, Mr. W. M. Davis taking over the business and reorganizing as The W. M. Davis Stave Co. Mr. Wood came from a distinguished family, his father having served in the War of the Revolution that won America's Independence. His ancestors settled in Dyer County, and at Dyersburg Mr. Wood began his cooperage career in tight stave and timber lines. Early in life he was in the cotton and mercantile business. Mr. Wood is survived by a wife and two married daughters and two married sons, to each and all of whom sincere sympathy is extended in the loss that has come to them. Mr. Wood's remains were carried to Dyersburg, Tenn., for burial.

## DEATH OF ROBERT WELCH

Throughout the length and breadth of the cooperage trade news of the death of Mr. Robert Welch, the veteran cooperage machinery man, of St. Louis, at the age of 74 years, will be received with deep and sincere regret, for not only was Mr. Welch widely known but he was highly esteemed and genuinely liked and respected by all who knew him.

Mr. Welch died July 8th at his home in St. Louis, Mo. While he had been confined to his bed since early in January with stomach trouble, neither his doctor nor his nurse in charge anticipated his passing at the time it occurred.

Born in Lockport, N. Y., in 1847, Mr. Welch earned his first money piling staves. It is said of Mr. Welch that he had manufactured every kind of barrel known as well as being the oldest cooperage machinery man in his special line. For twenty-five years Mr. Welch had conducted a cooperage machinery agency, being representative for many leading and established lines. This business will now be conducted as The Robert Welch Company. Full information of the new organization will soon be made in the pages of the JOURNAL.

Mr. Welch was one of the JOURNAL'S oldest friends and the deep sense of loss which we experience in his passing is lessened somewhat by the knowledge that his was a long and fine life, the memory of which will remain with us.



### NEW COOPERAGE COMPANY INCORPORATES

Clarence S. Anderson, Edgar Allen and H. N. Nelson are the incorporators of the new National Cooperage Co., Detroit, Mich. The new company was incorporated under the laws of Delaware with a capital stock of $500,000. Barrels, boxes and crates will be manufactured.

### BLYTHEVILLE COOPERAGE CO. STARTS OPERATIONS

The plant of the Blytheville Cooperage Company, Blytheville, Ark., was placed in operation recently, the company looking forward to a decided improvement in trade and being desirous of having a good stock on hand to meet the demand. The plant had been idle for some time and company stocks are virtually exhausted.

The New Bedford Barrel Co. has been organized and will operate a plant at 118 Armour Street, New Bedford, Mass. George W. and Wm. E. Gifford are the interested members of the new company.

### C. P. AMORY & CO. INCREASE CAPITAL

C. P. Amory & Co., Winchester, Va., announce an increase in their capital stock from $10,000 to $50,000. The company proposes to materially enlarge the scope of their cooperage manufacturing operations.

### POTATO GROWERS ERECT BIG BARREL PLANTS

The Boaz Potato Company, of Palatka, Florida, has arranged for the erection of a plant to manufacture barrels. It will have a capacity of 50,000 barrels per season. Similar capacity plants will be established at Elkton and Hastings.

### BIG ORDER FOR MOORE DRY KILNS

The Union Saw Mill Company, Huttig, Ark., whose plant was recently destroyed by fire, has just placed an order with the Moore Dry Kiln Company, of Jacksonville, Fla., for 10 dry kilns, each 20 by 120 feet. The kilns will have a daily capacity of 200,000 feet of pine boards. This is one of the largest orders placed for dry kilns in the Southwest in several years. Work of building the new kilns has already started.

**Zinc Lined Powder Cases**

Capacity—20 Gals.
Dimensions—30" x 19½" x 13¼"

*Can Quote Attractive Prices to One Who Can Use this Type Container*

Address
National Aniline and Chemical Co., Inc.
BUFFALO, N. Y.

**Slack Cooperage Stock Wanted**

Always in the market for
28½ in. and 30 in. No. 2 Staves,
34 in. Mill Run Staves,
19⅛ in. No. 2 and Mill Run Heading,
23⅝ in. Mill Run Heading,
Coiled Elm Hoops.

We also buy Tight Cooperage Stock

*Quotations solicited*

Swift & Company
Cooperage Department
South St. Joseph, Mo.

## SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

### MACHINERY FOR SALE

FOR SALE.—Re-manufactured Barrel Machinery. The following machinery good as new:
One Oram bung-boring, bush-driving machine
One Oram improved stave planer
One Eureka barrel-spraying outfit
One Strait tight barrel windlass
One Oram oil barrel trusser
One Oram crozing, chamfering and leveling machine, revolving heads.
One bung-boring machine made by the Cincinnati Cooperage Company
One Oram heavy flaring and punching machine
One Oram barrel-turning lathe
Two Oram setting-up forms
Two E. B. Holmes standard No. 38 slack crozer
One lot of steel truss hoops, of various sizes at a bargain.
All machines in stock at Fort Wayne, Indiana.
NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY
Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

FOR SALE.—Practically new set of Rochester heading machinery consisting of
No. 3 Rochester heading jointer.
No. 6 Rochester heading planer.
No. 5 Rochester heading turner.
Address UNDERWOOD V. COMPANY, care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE.—A No. 7½ Holmes hoop-driving machine, almost new. Address Hall St. Warehouse Co., 14 Hall St., Brooklyn, N. Y.

### FINISHED PACKAGES FOR SALE

FOR SALE—Thirty-six hundred beer barrels with Golden date faucets. Make offer. Address A. L. CURTIS, Wilton, N. H.

### PLANT FOR SALE

FOR SALE—TIGHT STAVE AND HEADING FACTORY
A very well equipped tight stave and heading factory. Plenty of timber available and the plant is ready to be operated. Price is reasonable and terms can be arranged. Price, terms and full description on request to responsible parties.
J. C. MARKSTEIN,
802 Canal Bank Bldg.,
New Orleans, La.

### STOCK FOR SALE

FOR SALE—Two cars of sawed chestnut staves, 28½-inch length, ⅜-inch thick, ⅝-inch bilge. $10 per thousand F. O. B. shipping station. Address "VIRGINIA," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### MACHINERY WANTED

We are in the market for the following Holmes machinery:
1—No. 115 Holmes Keg Hoop Driver.
1—No. 114 Holmes Keg Raising and Heading-Up Machine.
1—No. 75 Holmes Hoop Driver.
1—No. 73½ Holmes Hoop Driver.
1—No. 59½ Holmes Setting-Up and Windlass Machine.
1—No. 59 Holmes Windlass Machine.
1—No. 16½ Holmes Slack Barrel Sanding Machine.
1—No. 29 Holmes Keg Crozer.
1—No. 34½ Holmes Double Hoop Riveter.
1—No. 38½ Holmes Slack Barrel Crozer, Stationary Heads.
1—No. 95 Holmes Double End Slack Barrel Trusser.
Address with full particulars. "B. K. M.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—A second-hand keg crozer for making from five- to thirty-gallon barrels. Give lowest cash price and what size of chuck rings are with the machine. Address "COOPER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### SECOND-HAND PACKAGES FOR SALE

FOR SALE.—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and Tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

### HELP WANTED

WANTED—A competent man in a tight cooperage plant making 700 barrels a day. Must be able to do grinding and filing and take care of Oram tight barrel machinery. Address "TIGHT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

EXPERIENCED SALESMAN WANTED
We want a young man who has had several years' office experience in sales department handling principally slack barrel staves and heading, also keg stock, to locate in Michigan or Ohio. Good position for one qualified. Address "COOPERAGE MANUFACTURER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### POSITION WANTED

WANTED—Position as salesman for a large tight barrel manufacturing plant or stave factory. Have had long years of experience in the tight barrel and stave industry. Best of references. Address "EXPERIENCED," care THE COOPERS' JOURNAL, Philadelphia, Pa.

### BUSINESS OPPORTUNITIES

WANTED—To contract with reliable commission house to act as sales agent for output of pine slack barrel heading plant. Address "PINE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To lease or otherwise supply available storage space to new barrel, keg or coopers' supplies manufacturers seeking supply warehouse in Philadelphia. Address "WAREHOUSE, care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To interest progressive parties in a thriving tight barrel and keg plant, located in Wisconsin, established fifteen years in a city that alone takes yearly between 20,000 and 25,000 tight barrels. Plant also has a two-year start in manufacturing ice cream tubs under a special bottom patent now pending at Washington, which makes ice cream tub bottoms unbreakable. Trade using these tubs is generally satisfied, but need increased capacity to handle growing business. Present shop can be greatly enlarged, lot being 156 feet wide and 200 feet long. Have twenty machines, all A-1. Would sell outright and manage plant for new owners, if desired. Write for full particulars to "TUB," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

**P. H. KING, PHILADELPHIA**
Successor to JOSEPH KELLY & CO.
DELAWARE AND SNYDER AVENUES
WILL BE LOCATED at his new and modernly equipped plant, Swanson and Shunk Sts., after August 15th | ALWAYS IN THE MARKET for all kinds of TIGHT BARRELS, New and Second-Hand
*INQUIRIES ARE SOLICITED .·. WRITE NOW*

**EMPIRE BARREL COMPANY**
*WHOLESALE DEALERS IN SECOND HAND BARRELS*
Business transacted in every part of the United States and Canada. We are always in the market for all kinds of second-hand tight and slack barrels. Also white oak, gum, beech and dog heading. *Correspondence solicited.*
371-73-75 Clinton Street DETROIT, MICH.

**PHILAPEN COOPERAGE**
I. M. WEINER, Prop.
*Second-Hand Tight Cooperage*
OF ALL DESCRIPTIONS
*Prompt and satisfactory attention given all orders*
Tasker Street Wharf PHILADELPHIA, PA. | *WILL REMOVE SOON* To newly renovated plant Delaware and Snyder Aves.

**S. KLAUSNER & SONS**
DEALERS IN PREPARED
**Second-Hand Barrels Ready to Fill**
Recoopered, Glued, and Painted Any Color Required
2712 EAST 51st STREET CLEVELAND, OHIO

Are You in touch with the buying powers in the cooperage industry. For a live wire connection
TRY THIS SPACE

**AUGUST MUEHLHAUSEN COOPERAGE**
Manufacturer of
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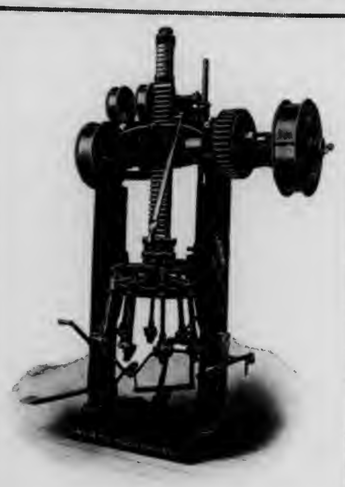

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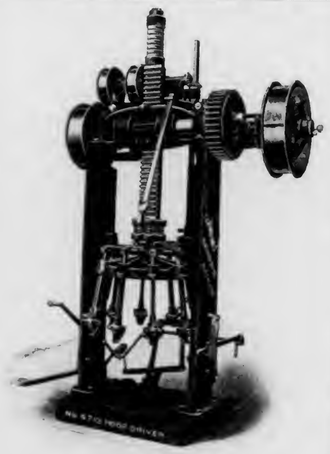

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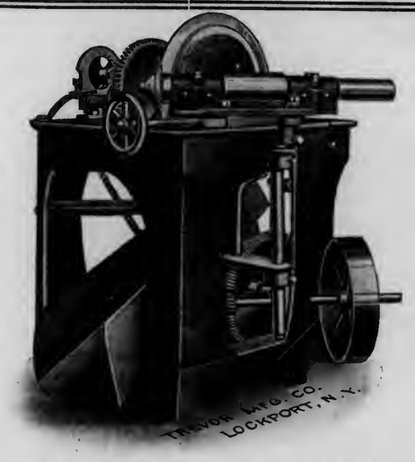


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VOL. XXXVII | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, September, 1921 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 5

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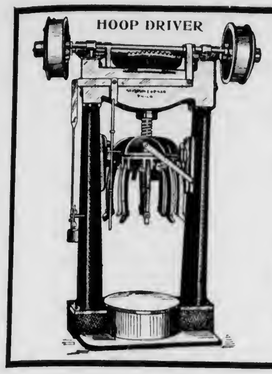

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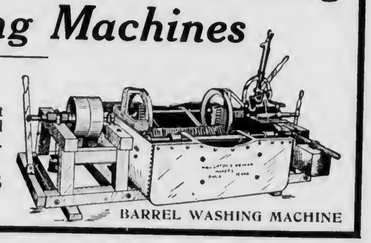

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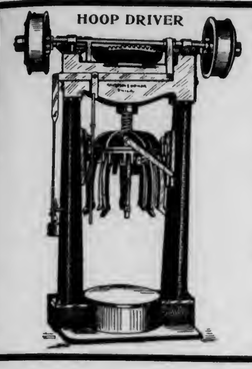


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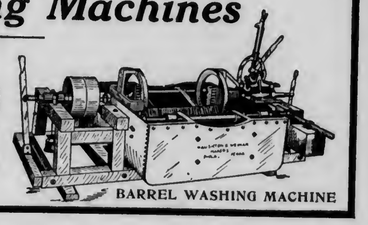
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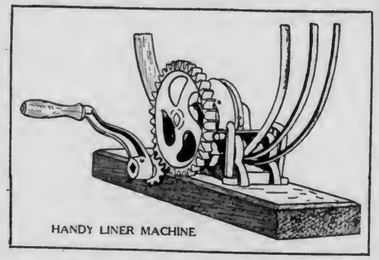

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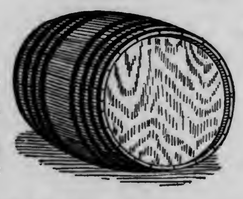
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# The National Coopers' Journal

THIRTY-SEVENTH YEAR | PHILADELPHIA, SEPTEMBER, 1921 | $2.00 PER YEAR VOL. XXXVII, No. 5


## New Orleans Reports Million Dollar Salt Mine Investment—Large Portion of Output Should Be Barreled

Jefferson Island, which is not land surrounded by water, but a hill surrounded by lowlands, was long the country seat of Joseph Jefferson, of Rip Van Winkle fame. This hill covers one of the largest and finest salt deposits in the world, and the product, in honor of the great actor's chief role, is called Rip Van Winkle salt.

A number of Kentucky distillers have invested a million dollars in this great salt mine and have installed, 900 feet under ground, a crushing and refining plant with a daily capacity of 2,000 tons. Warehouses have not been built but excavated at a great depth, to carry large supplies for emergencies, while a model village has been built on the surface.

Some salt is shipped in bulk carlots, some in jute, some in cotton bags and some in cartons, but, under certain conditions, some grades of salt are handled in barrels and no other package will answer the purpose and give satisfaction.

**Barrel Men Should Boost Their Package for this Great Salt Output**

If the largest and best equipped salt mine in the world is not a large user of barrels it ought to be, and to make it so it is only necessary to put the matter up to the management in the proper light. Progressive men, who are doing business on so large a scale, are ready enough to see a point when it comes to the matter of the proper shipping package for their output.

Mr. J. Lyle Bayless, vice-president and general manager of the company, is a resident of Louisville, but when he is in this State occupies the historic Jefferson mansion on the Island. Mr. H. A. Benners, their sales agent, has offices in the United Fruit Building, New Orleans.

**Barrels vs. Bags in Exporting of Salt**

By the way, Cuba and other Latin-American countries are the best customers for the salt men. Some of the export salt is in barrels, but some of it starts in cotton bags of 100 pounds. When it is being transferred from the cars here so many of the bags are torn and damaged that the steamships will not accept the salt until the cotton bags are put inside of jute bags, but, even with this delay and expense of double sacking it, the salt reaches destination in such bad shape that it is subject to controversy and claims.

**Work for the Trade Extension Committee**

Here is a promising field for missionary work. The shipper who offers the better package should get the business and if the buyer could only see the matter in the proper light he would accept no salt except that in the proper package, which, for the Latin-American trade, would be the barrel.

**If Cooperage Trade Cannot Win Export Flour Trade for Wooden Barrel, Health Authorities Should Take a Hand**

Anything that can be said in favor of the barrel for salt will apply with double force to the flour trade. If you watch the handling and reshipping of flour you will soon be convinced that if the barrel salesman is not equal to the occasion the health authorities should take a hand.

**Bag a Filthy Container by Reason of Absorbent and Non-Protective Character**

The cotton bag may be a good package for flour, in theory, but in practice it is not, and to see the filth that the bag accumulates and absorbs in transit is enough to make a fastidious man foreswear the use of flour bread forever. Salt is not so bad, for as long as it retains its savor you cannot taste the dirt that gets mixed with it.

**Cooperage Industry Should Change Its Line of Trade Thought**

When crops fail the farmer knows that his misfortunes are only temporary and that the next season is likely to be productive; when trade is dull the merchant knows that the public must have goods, and that, sooner or later, demand will increase and trade improve, but when the cooperage business is bad the cooper thinks that the world has turned to other packages, and that barrels will never be used again in any considerable quantities. That is the state of mind that many of our friends are in at present. We are all feeling the pinch of general business depression, but some of us are making a bad situation worse by doubting the possibility of recovery.

**Trade Will Regain All It Has Lost, and More**

Such fears are wholly unfounded. We are no worse off than our neighbors in other lines of trade, and our prospect for regaining all that we have lost, and more, is as good as theirs.

**Barrel Still Recognized as Best and Only Container for Many Staple Products**

With anything like proper management there is still timber left to supply the cooper for many years to come. The barrel is still recognized as the best and only suitable package for many staple products, and in the near future men will be buying barrels again, as surely as they will be buying clothes and shoes.

**Many Breweries Use More Barrels Than Ever Before**

When the brewers quit making the old standard beverages, the coopers who supplied them thought their trade was ruined, but we can point you out a dozen breweries that now use more cooperage than ever—tight barrels for syrups and flavoring extracts, and slack barrels for soft drink bottles.

**Distilleries Are Still Users of Barrels**

When the distilleries quit making their once popular lines it was thought that their coopers would have to take to other trades, but this did not necessarily follow. Many distillers require large numbers of barrels for denatured alcohol and some distillers, who have entirely changed their business, are still users of barrels.

We have not followed the general trend very closely, but we know of a number of Kentucky distillers who have completely changed their line of business and who may soon be using more barrels than ever before.

**Grows Timber as Fast as Cut Off**

There are two immense paper mills in this State with timber and land holdings so large that the timber will, according to their figures, grow back as fast as they cut it off, so they can run on forever, drawing their timber supplies from their present holdings. There is at least one good sized lumber mill in the State, that of Mr. Hardtner and his associates, at Urania, that is growing its timber as fast as it uses it, and so, if it continues to do business on its present plan will never run out of timber, or have to move to a new timber location.

**To Perpetuate a Stave Timber Supply**

So far as we are aware there is no stave mill in the State that has the timber problem settled so definitely, but there is no doubt that it could be done. Take for instance a tract of 40,000 acres, carrying about three hundred million feet of mixed timber. A stave mill using fifteen million feet per annum would never clear this tract if the young saplings were left. Saplings not now merchantable would be merchantable timber in fifteen years and seedlings would be ready for the saw in twenty-five years.

**A Profitable Investment**

The land and timber would represent an investment of something like $1,200,000, and the fifteen million feet used each year would be worth, at $5 per thousand feet, $75,000, which would be a little more than the interest on the investment at 6 per cent., while the investment itself would not diminish but would increase as timber and land became more valuable.

Timber has been exhausted in many places, but we can see no necessity for its becoming exhausted in this State where land is so cheap. The land and the timber are here, therefore let some practical mill man figure it out.

### SUGAR CANE ACREAGE INCREASING

Sugar-cane acreage is increasing in all States where the cane is used mostly for making syrup, that is outside of Louisiana. In that State the cane area in 1921 is 288,100 acres, or less than the 303,000 acres of 1918, although greater than the cane area of 275,000 acres in 1919 and 268,000 acres in 1920, according to estimates by the Bureau of Markets and Crop Estimates, United States Department of Agriculture.

### SUGAR PRODUCTION IN COLOMBIA

It is reported that the principal sugar factory in Colombia will produce this year a total of approximately 126,000 bags of sugar, a bag containing from 125 to 150 pounds. A little less than one-half of this sugar, according to Consul E. C. Soule, located at Cartagena, was refined for export and was shipped to the New York market. The amount of cane cut has equaled 93,000 tons. All the cane, however, on the company's land was not cut this season, because of the scarcity of common labor.

During the grinding season the laborers are worked 12 hours each day in shifts of 6 hours each. The casual or common laborer is paid from $0.60 to $0.88 per day. Carpenters are paid $1 to $1.40 per day, masons at the same rate, while native labor that is more expert and is used for boilermaking and machinery work, is paid at the rate of $100 a month. The company paid at the rate of $1 per ton for cutting and loading on carts or cars for delivery at the mills.

### INCREASED PRODUCTION OF NAVAL STORES

Compilation of reports from the individual producers and consumers of naval stores for the 1920 producing season by the Bureau of Chemistry, United States Department of Agriculture, shows that 488,548 casks of gum spirits of turpentine and 1,577,398 round barrels of gum rosin were made. There were on hand at the stills on March 31, 1921, the close of the 1920 season, 30,429 casks of spirits of turpentine and 327,055 round barrels of rosin.

During the calendar year 1920 a total of 34,932 casks of wood turpentine and 180,138 barrels of wood rosin and reclaimed rosin were made. The stocks at wood-distilling and rosin-reclaiming plants on December 31, 1920, were 7,616 casks of turpentine and 50,882 barrels of rosin.

On March 31, 1921, the consuming industries of the country had on hand or in transit to the plants a total of 30,528 casks of turpentine and 217,302 barrels of rosin. On this same date the stocks at the ports and in hands of large dealers and jobbers at the principal distributing points of the country were 74,686 casks of turpentine and 479,142 barrels of rosin.

### CALIFORNIA POTATO GROWERS WILL ADOPT U. S. GRADES

At a recent meeting of potato growers of eight counties of Southern California, held under the auspices of the Los Angeles County Farm Bureau, growers and shippers unanimously adopted the United States potato grades as their standard for grading and marketing during the coming season, the Bureau of Markets, United States Department of Agriculture, has been advised. It is believed that about 20,000 acres were represented and that a large percentage of the potatoes will be properly graded for the first time.

### JACKSONVILLE WILL HAVE BIG GLASSWARE PLANT

According to Secretary B. K. Kessler, of the Jacksonville, Fla., Chamber of Commerce, the Tidewater Glass Company, capitalized at $1,150,000, will immediately begin the construction of a glass manufacturing plant at that city. The company has just been perfected at Pittsburgh, Pa., with Harry A. Neff, president of the Balmont Tumbler Company, of Belvidere, N. J., as president.

The concern, which is the first of its kind to locate in Florida, will utilize the white sand of the Atlantic seashore near Jacksonville. The sand is said to be peculiarly adapted for the manufacture of all kinds of glassware.

# Louisville Reports Steady Improvement in Trade Conditions—Actual Cooperage Sales Better With Plant Forces Being Increased

According to general reports from the cooperage trade and also the lumber industry, especially hardwoods, business in its steady improvement is now out of the woods. One of the much-told new jokes or stories inquires how far a dog can go into the woods, with the answer that he can go but half ways, as he then hits the center of the diameter and starts out again regardless of the direction taken. This story has been applied to the cooperage and lumber business by some of the men who have read it, it being claimed that the forest products industries went in as far as they could, and having hit rock bottom on prices as well as consumption, now find themselves coming out.

While June was more active than May, July was the real turning point. August business has been considerably better than July and according to a number of the leading men in the industry business is now much better than it was, and is showing steady improvement. Inquiries for both barrels and stock are picking up. Some of the tight cooperage plants report that while prices are no higher, the inquiry and actual sales of kegs and barrels is considerably better, and forces are being increased in the plants.

### Stock Manufacturers Waiting for Lower Operating Costs

Production of staves and heading continues small, as stocks are in fair shape, and producers are waiting for lower operating costs, freight rates, etc., before producing cooperage for which they haven't a ready market at a fair price. The larger operators are not doing much in the production end, but it is claimed that a good many of the small country mills are producing a little stock. However, in some circles it is claimed that small production through the year to date will result in scarcity of some grades later on in the year with every indication of stiffer prices.

### Optimism Has Replaced Pessimism

The general tone in the tight trade is better. Optimism has replaced pessimism. Industrial operations, generally, are showing a little improvement and it is inevitable that demand for barrels will pick up. The varnish industry is much more active than it was and the paint trade has been busier. All season there has been a fair demand for shelf goods, but bulk or barreled goods are more active.

### Second-Hand Barrels Moving Better

From eastern sections it is reported that stocks of second-hand barrels are moving better and that some of the big oil companies are making inquiries for used barrels. While the holders, who were overstocked, cut prices to pieces, this being forced on them by the low market in new cooperage, this cutting resulted in overstocks being reduced.

### The Question of Cull Stock (?)

It is claimed that some buyers of staves and heading have been working small producers somewhat in some of the eastern sections through buying at a low price and then throwing out a good deal of stock as cull stock. In the old days inspection was not so keen, but it is claimed that some of the buyers today are inspecting closely for knots, worm holes, etc., paying for the good and rejecting the so-called bad. Rather than pay the loading and freight charges on the cull stock the producer lets it lay, which results in some of it being used and a good deal of it being cut down for smaller-sized packages, which is not especially fair to the producer. However, it costs money for the barrel man to cut down stock and as a whole he doesn't get much of an advantage except through saving of freight charges.

### Flour Barrels Moving Finely

In the slack cooperage trade things are fairly good, but nothing like as active as they were a few weeks ago, when potatoes were moving, and when produce was more active. Flour barrels are moving finely and there is a very fair demand for lime barrels, with a little sugar and some cement prospect. Prices are a little lower all along the line. Soft drink packages have been good, especially the so-called cereal beverage packages. Apples are slow and orders are hard to get, while they have to be taken at such low figures that it leaves little or no profit in the transaction.

### The Slack Stock and Barrel Market

It is reported that odd sizes of slack cooperage are commanding a little premium, 28½ inch staves being scarcer than 30 inch, and carry an increase of 25 to 50 cents a thousand. Slack heading is quoted at 14 cents a set for No. 1, 17½ inch; 10 cents for No. 2; 16 cents for 19⅛ inch, and 12 cents for 19⅛ No. 2.

Slack barrels are quoted with flour at 75 cents; potato and produce, 60 cents; lime, 60 cents; No. 2 stock sugar size produce, 65 cents; sugar, 80 cents; salt, 75 cents; flour barrels are five cents under last month and lime and salt barrels are also off five cents.

Slack staves are quoted at $5a$5.50 a thousand for No. 2 gum, 30 inch; 28½ inch, $5.50a$6; No. 1, 30 inch, $13a$14; mill run, 28½ inch, $7a$8; 30 inch, $9a$10; six foot elm hoops, $13a$15.

### Oil Barrel Stock Is Firm

In tight stock there is a little lower market on spirit stock, which is moving slowly, but oil stock is firm. White oak oil staves are quoted at Louisville at around $50 a thousand; red oak, $45; spirit, $100. Some stock is selling at below these figures, however. Oil heading is quoted at 40 cents for white oak; 35 cents for red; 25 cents for gum, and spirit heading, 62½c. Nominal prices for packages show white oak oil barrels at $2.30; red oak, $2.20; spirit barrels, $4; gum, $2; white oak kegs—half barrels, $2; 5-gallon, 90c.; 10-gallon, $1.25; 15-gallon, $1.50; 20-gallon, $1.65. Red and mixed oak kegs are quoted at 10 cents each under white.

### With the Louisville Trade

Paul Dysart, Jr., of the Hollingshead Co., stated that the company was running steadily every day, but with limited force and production, although demand for flour and lime barrels had been very fair.

The Chess & Wymond Co., reported some increase in its force at the Louisville barrel works, due to much better inquiries and orders, and showed much more optimism than has been shown in some weeks past.

Kegs have been moving very well with the Louisville Cooperage Co., which also reports a little improvement in barrel demand. J. N. White stated that he was still down in the South as well as in the Kentucky stave and heading mills.

W. P. Brown & Sons Lumber Co. reports a much better hardwood demand, but the stave and heading trade is rather quiet. The company has started one of its eight hardwood mills, that at Guin, Ala., but is down in its stave and heading department. The company plans to move into its new office and yards early in September, about $50,000 having been spent on the office building and private garage.

State Agricultural Commissioner Hanna in a recent crop report stated that the fruit crop was a poor one, he estimating 1,251,000 bushels of apples and 153,000 bushels of peaches. The berry crops were also poor.

J. S. Thompson, manager of the Louisville division, Southern Hardwood Traffic Association, has motored to Chicago for his vacation. J. Van Norman, attorney for the association, and his daughter, Mary Cecil, aged ten, recently had a narrow escape from drowning in the Ohio River, at the Louisville Boat Club, when Miss Norman tired, and her father was attacked with cramps. Members of the club rescued them.

Marc Lewis Wymond, son of C. S. Wymond, of the Chess & Wymond Co., and Miss Emma Canby Speed will be married this fall, announcement of the engagement having recently been made.

## NAVAL STORES PLAN FOR LONG OPERATIONS

The following extract from an article which appeared recently in *The Lumber Trade Journal*, should prove most interesting and encouraging reading for all cooperage and cooperage stock manufacturers whose business efforts are devoted to serving the naval stores industry, since the barrel demand for rosin and turpentine is predicted big and assured for some time to come. In part the article says:

"As regards the present and the immediate past and future of the naval stores industry, some highly interesting facts have been called to attention. There was a marked decline in production in 1918, that of rosin falling off from 1,767,000 barrels in 1916 to 1,080,000 in 1918, although that of 1917 was 2,033,000 barrels. Of turpentine the production in 1916 was 530,000 barrels, in 1917 610,000, and in 1918 324,000 barrels. This brought about the high prices of 1919 and 1920, as a result of which there was put in operation every available tree, large or small, from North Carolina to Texas, with the consequent increase of the crop in 1920 to 550,000 barrels of turpentine and 1,825,000 barrels of rosin. This increase, taken in connection with the lack of demand beginning in September, 1920, and the world-wide depression, brought about a marked decline in prices in the latter part of 1920, which was responsible for a very small installation of new timber in 1921. A forecast of the scope of the operations for the years 1922 and 1923, as compared with 1920 and 1921, has been made as follows:

"In 1920, the installation was 150,000,000 cups, with a crop of 550,000 barrels of turpentine and 1,830,000 barrels of rosin.

"In 1921 the installation is: Third year cups, 60,000,000; second year, 60,000,000; first year, 10,000,000; total, 130,000,000 cups, with a crop of about 500,000 barrels of turpentine and 1,650,000 barrels of rosin.

"In 1922 the installation is estimated: Third year cups, 60,000,000; second year, 10,000,000; first year, 20,000,000; total, 90,000,000 cups, with a crop of about 450,000 barrels of turpentine and 1,500,000 barrels of rosin.

"In 1923 the installation is estimated at: Third year cups, 10,000,000; second year, 20,000,000; first year, 20,000,000; total 50,000,000 cups, with a production of 250,000 barrels of turpentine and 830,000 barrels of rosin.

"In estimating the 1922 and 1923 production, consideration is given to the similarity between the present conditions and those in the spring of 1918, but with this controlling difference: In 1918, when the prices advanced, it led to a large installation of new cups in 1919 and 1920. When prices advance again the increase can not be met by an increase in the crop, for the reason that the raw material—long-leaf yellow pine—does not exist. The peak of the crop was reached in 1920, and from this time on, through exhaustion of pine timber generally, an excessive crop can not again be made.

"A few important operators, seeing the tendency of the times, have been wise enough to provide for the future in the matter of timber supply and have acquired holdings which assure them of ample resources in that respect for a long period of time. One of the most notable examples of these is the New Orleans Naval Stores Company, which is an incorporation of the Gillican-Chipley interests, and controls through lease, contract or ownership a large proportion of the virgin pine timber on the Gulf Coast; while the Great Southern Lumber Company and other large timber-owning interests are likewise making preparations for extensive naval stores operations of long duration. Among the holdings of the New Orleans Naval Stores Company is the timber of the Florida Industrial Company, of which it owns half the stock, the property, which it owns in fee simple, being the largest single tract of long leaf pine in the world. With these holdings the company is assured of a longer life than any other existing naval stores operation in the country, and on the tract mentioned it is experimenting with a view to making the operation permanent, taking as the basis of its experiments the French system of naval stores production.

"The arrangements made by this company for the greater permanency of its operations have a special interest for the public in view of the essential part played by naval stores in the industries and arts. A recent publication by the Bureau of Chemistry, Department of Agriculture, embodies a list of the principal uses of rosin and turpentine occupying a space equal to a page of this paper. Most of these are well known, but a few of the most important may be mentioned. Thus for rosin are included soaps, paper, sizing, paint dryers, axle grease, leather dressings, varnishes and lacquers, sealing wax, papier maché, roofing cement and materials, various pharmaceutical purposes, solder flux, steel hardening, floor waxes, pyrotechnics, munitions, sweeping compounds, printing inks, cements, carborundum and calcium carbide manufacturing, etc. For turpentine, thinner for paints and varnishes, dryers, gum solvents, cleaners, pharmaceutical preparations, raw material for synthetic camphor and rubber, lithography, insecticides, modeling and grafting waxes, refining of petroleum, etc. As illustrating the importance of some of what might be considered minor uses, it has been found that the demand for turpentine for use in making shoe polishes alone amounts to 300,000 gallons a year.

Not only is the domestic demand for rosin and turpentine a large and constant one, but there is a heavy demand for these commodities from foreign countries, which find their chief source of supply in the United States. In fact, in the seven years just before the war the larger portion of the production was exported, the exports of rosin ranging from 1,532,544 barrels of 500 pounds in 1907-08 to 1,158,895 barrels in 1909-10; while since the beginning of the war, 1914-15, they ranged from 950,682 barrels in 1916-17 to 501,836 barrels in 1918-19. Of turpentine the exports before the war ranged from 432,680 barrels of 50 gallons in 1912-13 to 286,942 barrels in 1910-11, while for the seven years following they ranged from 236,253 barrels in 1914-15 to 83,335 barrels in 1918-19. In the logic of events there must be a revival of both domestic and export demand in the near future, and the problem of supply of naval stores is bound to be one of more than usual importance.




# THE NATIONAL COOPERS' JOURNAL

**Devoted Exclusively to the Cooperage Industry**

**Published Monthly**
**Home Office, 820 Witherspoon Building, Philadelphia**
**M. E. DOANE, Editor-Manager**
**J. E. MacDONALD, Associate Editor**

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, SEPTEMBER, 1921 No. 5

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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

**Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.**


## ASSOCIATION MEETING

**Seventh National Exposition of Chemical Industries, 8th Coast Artillery Armory, New York, week of September 12th to 17th. There will be a WOODEN BARREL EXHIBIT at the show.**

**The Associated Cooperage Industries of America will meet in Semi-Annual Convention at the Hotel Traymore, Atlantic City, November 9th, 10th and 11th. Every one in the trade should be on hand. Plan now.**

## NEW ADVERTISERS

**The W. M. Davis Stave Company, Memphis, Tenn.**
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**Crozed Stave Corporation, Grand Rapids, Mich.**
**United States Cooperage Corporation, New York.**
**The Henry Wrape Company, St. Louis, Mo.**

## "EYES FRONT"

The business tide has turned. Trade is now moving in the right direction and steady improvement with daily increase marks the long waited return to normal conditions, from which normal plane advancement could safely, if slowly at first, but with increasing rapidity, be made along the prosperity course which truly lies before the cooperage industry, as this course just as truly lies before every manufacturing industry and business enterprise throughout the length and breadth of the land.

The past year has been big with lessons the learning of which—to all who were willingly open to their valuable teaching as well as to the many who thought they could stand unmoved and unscathed in the face of the inevitable swing of circumstances—have yielded their rewards or taken their toll according to the attitude assumed toward the adjustment period, which period had to be, and through which we have now undoubtedly passed.

Wearied and over stimulated from the long running at high business speed and unable or unwilling to accustom themselves to the slowing down—which was the only thing that could happen or should have been expected to happen since the race for which we had primed ourselves had been run and won—there are many who still do not perceive the light of the new day, as it surely has dawned, nor as yet feel the reviving effects of the business success and prosperity which is before us, but the early fall months will quickly awaken all to what the rapidly approaching new year, 1922, has in store for us.

Briefly, the concrete facts which go to make up the business improvement in the East, and which improvement is bound to move westward, by quick strides, since no section of the country can enjoy any kind of reviving business life unless the whole eventually does likewise, are summed up in the looking up in the basic industries of the country upon the activities of which industries is predicated the trade demand of the cooperage industry. Chemical plants, potteries, chainworks and small castings foundries, lime and cement plants and numerous other industries using slack cooperage as containers for their products are running on fuller time and to larger production now than they were three months ago—paint, varnish, syrup, pickle, cider, vinegar, kraut, condiment and a host of other lines using tight barrels are reacting to the undeniable livening up of trade and are making more insistent inquiry for packages, while the oil export trade, which consumes tight cooperage in hugh volume is, according to opinion expressed in sources of unvarying reliability, on the verge of a reopening.

The above, in conjunction with the fact that the industrial situation as a whole—insofar as it relates to better and brisker business in steel, silks, leathers, dry goods, etc., and the grain situation, insofar as it relates to the size and variety of crops and the market values of them—is showing marked improvement over the conditions that prevailed ninety days ago, and this improvement together with the facts of cheaper money and easier credits as well as the many other factors that go to shape normal conditions can all be cited as reason for encouragement and assurance that the roughest part of the "road back" has been traveled.

To no line of industry, does the future portent more of good in the way of extended and steadily increasing business prosperity, than it does to the cooperage industry and with every member of our trade wide-awake and progressively active in the interests of booming their own individual business and at the same time looking to the welfare of our trade package, "The Wooden Barrel," there is no cooperage or cooperage stock manufacturer, tight or slack, large or small, or an allied manufacturer of any kind who should lack for business. Therefore, the call of the moment is "Eyes Front." The course ahead is a straightaway. It is the character, courage and speed of the entries that decide the race.

## "THEY SHALL NOT PASS"

The pronouncement has gone forth. The cooperage industry as a whole is resolved that not only is the day of the substitutes' encroachment upon the wooden barrel's field passed but that there shall be from now on both a steady yielding up of the unlawful gains which the substitutes have gathered unto themselves and a conquering march into old and new fields that shall bring to the wooden barrel manufacturing industry renewed, and continuously increasing and extending trade life.

The foregoing is no idle hanging together of exaggerated statements of impossible fancy but the sober utterance of encouraging and unimpeachable facts which the Journal cites, as it ever has cited any and every fact touching the interest and welfare of its chosen trade—the cooperage industry.

The wooden barrel trade is, at last, wide and fully awake. Every indication of this fact, is plainly evident even though there is a certain unconsciousness still abroad among cooperage men themselves that they have really been stirred into activity by the "needs must" of the package competition situation. On every hand, and from all sections of the country come reports of cooperage exhibits at manufacturers' shows and association conventions while the barrel and stock men, individually and collectively, are spreading daily and monthly, "Barrel Sale Talks" that are being made—as they rightly should—a valuable essential of regular business routine.

The call to "lay down," no matter who makes it or upon what premise the demand be made, will receive no heed from the real barrel booster or from a single loyal member of the cooperage trade who knows the advantage he possesses in "The wooden barrel—The perfect package." Our industry has lagged long in rendering their trade package the just and full support to which it is entitled but our yesterdays are gone and our todays are here and it is today that counts.

With our Trade Extension Committees, tight and slack, functioning steadingly and with the splendid individual and collective support which the trade is giving in the way of barrel exhibits, sales talks, etc., to say nothing of the fine co-operative boosting work by allied manufacturers it can assuredly be predicted that the future of the cooperage industry was never brighter or destined to yield more in the way of trade success and business prosperity than it is right now.

The hour of the pessimist in every walk of life has struck. May he disappear from the cooperage horizon now and forever and may his place be filled with the forward-looking, trade-protector and business fighter which the present time not only needs but demands.

## THE WOODEN BARREL AND THE APPLE TRADE

It did not take the report of the Container Committee, as presented by Chairman F. H. Simpson, to the apple shippers assembled in Twenty-sixth Annual Convention at Cincinnati, Ohio, to disclose to the apple barrel stock manufacturers the error they committed in 1920, as each and every one of such manufacturers, as well as all apple barrel makers, who by reason of being the final outlet of the stock manufacturers suffered in like measure, with the stock men, have already totalled their own results, but the report, after serving as a warning of "what not to do if profitable business is to be retained," contained much of satisfaction and encouragement for the apple barrel and stock manufacturers.

Conceded the standard apple package in the eastern and middle west territory, the wooden barrel—now that its makers' eyes are opened and the "Never Again" edict has gone forth, so far as sacrificed permanent trade for momentary gain is concerned—will not only quickly regain its losses in the apple field but with the new half-barrel perfected and presented for use to the apple packing and shipping industry, its advance into the apple box using territory can confidently be undertaken.

Doubly encouraging and stimulating to the wooden barrel industry should be the fact that the Department of Agriculture has suggested extensive experiments with third and half-barrels for the packing and shipping of apples. In reading of the experiments suggested—report of which is carried in this issue of the Journal—the fullest possible weight can be given to the Department of Agriculture's endorsement of the wooden barrel as obviously embodied in the statement, "True, it is not always known at packing time whether the fruit is to be exported or not, and it would not be practicable always to employ special export packing methods even if such methods were adopted; *but at the same time, improved packing methods might well be used in the purely domestic trade, for the necessity exists there as well, even if in lesser degree.*"

As the Department is suggesting experiments with third and half-barrels for apple packing and shipping, is there any doubt as to the package that is endorsed? We think not. The Department of Agriculture is already on record as to what it thinks of the wooden barrel in the flour trade, having years ago pronounced it "The King of Shipping Packages" and as the cooperage trade is already at work to the end of retrieving its losses in flour lines, it is significant to note that the Department of Agriculture has not changed its belief as to the best shipping package for foodstuffs. Nothing more convincing proves this fact than its call for extensive experiments with third and half-barrels for apple packing and shipping.

No other package manufacturing industry has the trade increasing and extending opportunity, exceptional and otherwise, before it right now as has the cooperage industry, for no other line has a trade package to equal the wooden barrel. The big, vital, and saving question then is will our industry, as a whole, take full advantage of the opportunity that is before it. The Journal's faith is firm that it will.

Prove our faith. Such proving means splendid trade success and business prosperity for us all.

## WOODEN BARREL EXHIBIT AT NATIONAL CHEMICAL EXPOSITION

There will be a wooden barrel exhibit at the Seventh National Chemical Exposition which will be held in New York the week of September 12th. The United States Cooperage Corporation (main offices of which company is at 609-611-613 Grand Street, New York), of New York, will make the barrel exhibit. Up to the time of going to press with our September issue, 398 of the 400 exhibit spaces had already been taken according to advice to the Journal from Mr. Fred D. Payne, manager of the Chemical Exposition.

## ATTENTION, SALT AND FLOUR BARREL MEN

Some excellent trade extension opportunities are pointed out by our New Orleans correspondent this month. Don't overlook them.

### STOCK SHIPMENTS ARE NOW MOVING MORE FREQUENTLY THAN FOR MONTHS, SAYS JAMES INNES

Stock is now moving more freely, the apple barrel trade taking considerable quantities. Export trade has also improved and shipments of slack barrel stock are being made more frequently than for months.

While prices on a great many commodities are advancing, and are now from 5 per cent. to 10 per cent. above the low level, cooperage prices still remain, in a great many cases, below the cost of production. This condition cannot last for any length of time and as soon as the finances of some of the manufacturers and dealers are easier, prices will advance very rapidly. Stocks sold at present prices, cannot be replaced by manufacturers unless timber and wages get back to prices and rates of 1900.

Log jobbers are demanding more for logs for future delivery. This may be offset by probable reductions in freight rates, but the general opinion among financiers and business men is that business will be stabilized shortly and thus enable millmen to decide with some certainty the best policy to pursue as to stocking up this winter.

In view of present improvement we believe the expected great revival of trade, which has been deferred, is due before long.

### DECIDED CHANGE IN BUSINESS CAN BE LOOKED FOR AS 1922 APPROACHES, SAYS C. M. VAN AKEN

One can truthfully say that the cooperage business this year is just as exciting as it was a year ago, only it should be added there is considerable difference in the excitement. There is very little demand for sugar stock in this locality, very little flour barrel stock is used at any time and practically none during this year, so we do not miss the loss of the flour business very much. There has been a fair demand for cooperage along promiscuous lines and a good demand for fruit barrel stock, but the constant reducing of prices has induced all of the coopers to lay in enough stock to carry them pretty well through the year, and we can not reasonably look for as good a demand during the balance of 1921 as we have had during the months past.

The absence of a fruit crop in certain sections of the country has forced considerable cooperage in this market, which stock was made for other markets. This has affected the price to such an extent that cooperage material of all kinds is being quoted at pre-war prices or less. The reducing of prices, of course, does not increase the sales, but it does prevent most of the cooperage people making much money.

It is quite probable that the sections which produced no fruit this year will have a good crop next, and we are looking forward to a decided change for the better in the cooperage business as the first of the year approaches.

### THE NATIONAL MANUFACTURING COMPANY REPORTS FAIR DEMAND FOR APPLE BARREL STOCK

Business is entirely satisfactory under the conditions existing throughout the country. There is a little movement of apple barrel stock in the East and we have a fair demand for mixed and matched cars of apple barrel stock right along. Hoops are not showing any strength, the same is true of heading. While the price of staves is, no doubt, below the cost of production, we have found a better movement in staves than in heading and hoops.

A good many people have been looking for a good deal of activity beginning with September in the general trade, while others feel that business will remain about the same for the balance of the year and no improved movement to be shown until 1922. While business is, no doubt, better, it is hard to say just when the much-looked-for activity will return.

### NOTICE OF APPOINTMENT

On August 22d the American Steel & Wire Company, Chicago and New York, appointed H. S. Durant sales agent and M. W. Floto assistant sales agent at their Detroit office, Mr. Durant and Mr. Floto to succeed M. Whaling and T. J. Usher, Jr., resigned.

### WALKER COOPERAGE COMPANY RESUMES OPERATIONS

Operation at the plant of the Walker Cooperage Company at Newport, Ark., have been resumed after a period of idleness extending over several weeks. General Manager G. A. Walker is looking for a healthy improvement in the demand for cooperage stocks of all kinds.

### FRANKLIN BROKERAGE COMPANY, INC.

A new incorporation, in which not only the Philadelphia and nearby cooperage trade will be specially interested, but which the entire industry will also find of growing note, is the Franklin Brokerage Company, Inc., office headquarters United Security Building, 603 Chestnut Street, Philadelphia, and of which company Wm. S. Grier, lately manager of the Wm. E. Cooper, Enterprise Cooperage, Philadelphia, is the progressive head.

The Franklin Brokerage Company, Inc., is established to serve as a National Cooperage Clearing House, and in presenting the company's line of service, Mr. Grier, in an announcement to the trade, says:

"It is with pleasure that we announce the opening of a National Cooperage Clearing House for the convenience not only of the consumers of cooperage and cooperage supplies but also of the cooperage industries.

"This is a new idea based upon a comprehensive plan whereby the consumers of cooperage and cooperage supplies can be assured of real service.

"Through such service all such consumers are relieved of the inconvenience and annoyance in securing prices from every concern in the city and elsewhere. Upon a moment's notice we are prepared to give market quotations on your requirements and we solicit the listing of your offerings with us so that we may have the opportunity of proving the advantage of our service."

Thoroughly experienced and well acquainted with the cooperage trade, as well as being gifted with those qualities that go to make the intelligent, energetic and progressive young man of today, Mr. Grier is eminently fitted to quickly and firmly establish the Franklin Brokerage Company, Inc., in the line of service to which the company is to be devoted and to reap the success that is bound to come from substantial and high business ideals worthily conceived and resolutely put into operation. Keenly alert at all times to the best interests of the trade of which he is a member, and steadily abreast of the general trade trend throughout the business world as a whole, Mr. Grier, personally, is a splendid guarantee for the Franklin Brokerage Co. Inc., and, coupled with his Association proclivities which have, to date, been acknowledged by his placement upon the membership committee of The Associated Cooperage Industries of America, the newly incorporated company can be said to be off to a running start. That all "Bill's" many friends wish the Franklin Brokerage Company, Inc., well, goes without saying.

WM. S. GRIER, PRESIDENT FRANKLIN BROKERAGE CO., INC., PHILADELPHIA.

### FRANK V. FAYANT JOINS ORGANIZATION OF HUGH O'DONNELL

Announcement was recently made that Frank V. Fayant, who was for many years associated with Richard Hamilton, Inc., and until a few days ago with the Sukonik Cooperage, has accepted the position of sales manager with Hugh O'Donnell Cooperage, Meadow Street, and Snyder Avenue, Philadelphia.

Mr. Fayant is well and favorably known throughout the trade, and is thoroughly conversant with every angle of the barrel business. In assuming charge of the sales department of the O'Donnell Cooperage he is entering a field for which his previous years of experience admirably fits him. Both Hugh O'Donnell and Mr. Fayant are to be congratulated on the arrangement inasmuch as one of the livest cooperage concerns in Philadelphia has secured the services of a responsible and capable executive for the direction of its sales.

## WANTS IN COOPERAGE LINES

*Tennent Products Co., Inc., Freehold, N. J., is in the market for 30-pound mince meat pails.*

*Wooden tubs for washing machines are in demand. All manufacturers should write us for listing at once if they can handle this trade.*

*New Bedford Barrel Co., Box 582, New Bedford, Mass., is in the market to buy five and ten gallon and larger hardwood kegs at wholesale.*

*Henry A. Thorndike, Box 43, Newport, R. I., is in the market for two or three thousand ash or hickory hoops twelve feet long. Quote prices.*

*F. B. Price, Jr., Bristol, Tenn., is in the market for wire hoops for dressed poultry barrels. Mr. Price is also in the market for slack staves, heading and hoops.*

*Spencer B. Greene, Hotel Woodstock, Times Square, New York, is seeking quotations from manufacturers of white oak wine cask shooks, and desires prices quoted c. i. f. Buenos Aires, Argentine. Mr. Greene will be in this country until October.*

*The Atlantic Cooperage Co., Jacksonville, Fla., is in the market for cypress staves and heading for making 35 and 55-gallon cypress syrup and honey barrels. Quotations are wanted on straight and mixed car lots delivered Jacksonville, Apalachicola and Tampa, Fla.*

*Hugh O'Donnell, Meadow and Snyder Avenues, Philadelphia, is in the market for 2,500 each of cottonseed and lubricating oil barrels; 1,500 glucose, turpentine, wood and denatured alcohol barrels; also 1,000 bright spirit barrels. All barrels must be sound and No. 1 grade. Quote prices f. o. b. Philadelphia.*

*Russell Washburn, 705 Oswego Street, Utica, N. Y., is in the market to purchase white ash butter tubs; 50-gallon barrels made from sap stock, paraffined inside, hooped with steel; also slack barrels made from spruce stock and hooped with four steel hoops. Mr. Washburn uses several thousand each of the above-mentioned packages and wants quotations at once.*

*Bencoe Lumber Company, Inc., 82 Wall Street, New York City, is in the market for prime white oak staves, quarter-sawn and jointed; ⅝-inch x 18-inch, 20-inch and 22-inch, ¾-inch x 24-inch, 26-inch and 28-inch, ⅞-inch x 30-inch, 32-inch and 34-inch. The above staves must be strictly prime, free of sap and other defects and thoroughly dry. Separate prices for each specification are required f. a. s. vessel New Orleans. State quantity of each size available for prompt shipment.*

*Bencoe Lumber Co., Inc., is also in the market for the following staves in both wine and oil grades, and separate prices on each grade are desired f. a. s. vessel New Orleans. Prime white oak staves, adl or kdj: (a) ⅝-inch x 18-inch x 4½-inch average width basis; (b) ⅝-inch x 24-inch x 4½-inch average width basis; (c) ¾-inch x 30-inch x 4½-inch average width basis; (d) ¾-inch x 34-inch x 4½-inch average width basis. Kindly indicate the quantities available of each specification, the shipping point, and how long the stock has been drying.*

### GIDEON COOPERAGE COMPANY TO OCCUPY NEW QUARTERS

The Gideon-Anderson Lumber Company and the Gideon Cooperage Company, which at present occupy joint offices in Arcade Bldg., will, in the course of a few weeks, occupy their recently acquired lumber and cooperage stock yard and office at Second and Angelica Streets, St. Louis, Mo.

The new yard, which covers an area of approximately 90,000 square feet is ideally situated insofar as transportation facilities are concerned, being located on both the St. Louis Terminal line and the Wabash R. R.

A new office building of brick construction has been erected and is ready for occupancy. The administrative forces of the Gideon Cooperage Company and the Gideon-Anderson Lumber Company will be housed in this structure. The commodious storage space in the yard is being equipped in the most advanced style with sheds, conveyors, and all modern appurtenances that tend to efficient and rapid handling of stock. With the office and yard located at the same address, and the splendid shipping facilities afforded by the Terminal and Wabash railroads, the company will be in a position to carry a complete stock of both lumber and cooperage material and to give prompt and efficient attention to all orders.

The many friends of Mr. W. P. Anderson, President of the two named companies, will be glad to know that Mr. Anderson is again at his desk after an absence due to sickness.



# SPLENDID TIME IS PROMISED COOPERAGE MANUFACTURERS AT ATLANTIC CITY

## "The Nation's Playground," in November. Beautiful Hotel Traymore will be Convention Headquarters for the Semi-Annual. Plan NOW to be on Hand

The coming together of the cooperage and cooperage stock manufacturers, members of all allied trades, friends, guests, etc., in Atlantic City, "The Nation's Playground," in November, at the beautiful Hotel Traymore, convention headquarters, in attendance at the semi-annual meeting of The Associated Cooperage Industries of America, promises to be not only one of the most unforgettable events in the history of cooperage conventions, but the prediction is made that the registration at Atlantic City will be the largest yet recorded. At least this prediction is what we are going to work hard to fulfill and that is why this first call to our entire trade—and we invite and are planning to welcome to the semi-annual every member of our industry whether affiliated with the Association or not—is devoted to giving some little idea of what Atlantic City has to offer in the way of hotel grandeur, beauty of sea, diversity of entertainment, acquisition of health, vigor, etc.

The Traymore has made a new chapter in hotel architecture. The designers forgot all about the architectural traditions of Europe and built a hotel to express the spaciousness of America, in general, and the local color of Atlantic City, in particular. It would be an absurdity in a great city. The great mass, from a distance, looks like a high headland, thrusting itself into the sea, and the color scheme, by the title work of the exterior and the decoration of the interior—ultramarine blue, sea green and vivid orange—colors used as mere accents against large neutral backgrounds—is appropriate to the seashore, where nature, amid spaciousness, displays a harmony in blue sky, green ocean and radiant sunshine. The effect produced is one of cheerfulness and buoyancy; an apt atmosphere, where tired visitors come for rest and recreation. Magnitude and cheerfulness, in a phrase, are the dominating notes in the creation of the Traymore.

No member of the cooperage trade will regret his

THE BEAUTIFUL HOTEL TRAYMORE, HEADQUARTERS FOR THE SEMI-ANNUAL IN NOVEMBER. 85 PER CENT. OF THE ROOMS HAVE SEA VIEW

#### Hotel Traymore Is Unequaled

The Hotel Traymore, the convention headquarters, is the largest fireproof resort hotel in the world. It is 18 stories from the ground. Made of concrete and steel, it is thus one solid piece of stone and iron set on deep foundations at the very edge of the sea. The hotel has 700 rooms and 700 baths, and it is conducted upon the American and European plans.

The exterior is of rough brick and tile, sandy buff in color. The roof has three majestic domes, the highest of which rises so far above the Absecon Lighthouse that Uncle Sam's gleams along the shore for needy mariners will be inferior to the electric display at the top. Indeed, the Traymore is the highest point on the Atlantic Coast south of the Statute of Liberty, and those who make use of its balconies and solariums on the upper floors may have the advantage of altitude at the sea level; the rarified atmosphere of the mountain and the salt breezes of the sea.

Some of the features will indicate the completeness and magnitude of this four million dollar enterprise. The structure is absolutely fireproof; there is no inflammable material except the doors, the trim and the furniture. Ten plunger elevators, supported on columns of water that sink 200 feet into the earth are for the use of the guests. Eighty-five per cent. of the rooms have a sea view. The Exchange, floored and trimmed in marble of three colors, is long enough for college athletes to run a hundred yard dash. Along the main corridor are parlorettes and sheltered angles for guests and their friends. The Fountain Forecourt has a great globe of goldfish, with a unique illumination from below. A large reading room is on the eighth floor, fronting the sea. The restaurant gives the suggestion of open air dining as in the Creole streets of New Orleans.

The porch spaces are so ample that, if the hotel were full, and every guest invited a friend, there would be room for all to rest at ease in steamer chairs. Three banquet halls, one of which can be used as an auditorium, seating five hundred persons, are a part of the equipment, in addition to the great American dining room. In this last, seven hundred can be accommodated at small tables.

The famous Submarine Grill is where the cooperage men will hold their banquet.

stay at the Traymore other than to think the convention three days too short to enjoy to the fullest all the hotel has to offer. To the golf enthusiast the Atlantic City links—the courtesy of which is afforded all guests of the Traymore—offer a perfect game.

#### Atlantic City—The World's Premier Pleasure and Health Resort

Atlantic City is the world's premier pleasure and health resort. Taken all the year 'round, it has no equal. Some European resorts rival it for a limited

THE FAMOUS SUBMARINE GRILL, WHERE COOPERAGE MANUFACTURERS AND GUESTS WILL SIT AT BANQUET

summer or winter season, but none compares in popularity, comfort, pleasure and health-giving qualities the four seasons through.

On an island ten miles in length and less than a mile in width, extending nearly due east by west, separated from the mainland by seven miles of salt bays and meadows, Atlantic City faces the south. The prevailing southwest breezes of summer come to it cooled by the ocean, while in winter its southern exposure and proximity to the Gulf Stream and the protection of the Jersey Pine Belt insure an equable climate several degrees warmer than the nearby cities of New York and Philadelphia.

#### The Boardwalk

Visitors find that the most distinctive feature of Atlantic City is the boardwalk. It now extends eight miles along the beach, with a practically unobstructed ocean view. In its central portion it is sixty feet wide, and at no point less than twenty feet. It is a substantial structure, erected from ten to fifteen feet above the strand, upon massive piling, at a cost of half a million dollars. It is brilliantly lighted every night in the year and thronged with visiting multitudes during almost every month of the year.

Along the land side of the boardwalk the shops not only act as a shelter from the occasional north winds, but are one of its chief charms.

The boardwalk of Atlantic City is The Promenade of America.

#### The Ocean Piers

Extending seaward from the boardwalk are ocean piers—in all the world the greatest series of piers devoted exclusively to recreation. Nowhere will builders or engineers find more interesting examples of concrete work than in these famous structures. Concerts by noted bands, theatres, dancing, net hauls, bowling and other amusements, interesting in themselves, have added zest when enjoyed over the ocean. Along the boardwalk are playhouses and many other forms of entertainment.

Two statements by famous men, the late Theodore Roosevelt and Charles M. Schwab, touching Atlantic City, have had wide circulation. "Everyone has heard of Atlantic City," said Mr. Roosevelt, while Mr. Schwab says: "I have visited most of the famous playgrounds of the world, both in this country and abroad, but none of them combine so many attractive features as Atlantic City."

As a convention city, it is said of Association members, that there are two classes—those who have attended conventions in Atlantic City and are glad of the opportunity to return, and those who have never come in contact with the thrill of this wonder place and are, therefore, waiting to hear their Association announce "our next convention will be held in Atlantic City."

This announcement is now made. The Associated Cooperage Industries of America will meet in semi-annual convention at the Hotel Traymore, November 9th, 10th and 11th. In addition to the attractions offered by Atlantic City visiting Association members will be within easy access of Philadelphia, which city, besides being "The Cradle of Liberty" and, therefore, replete with historic interest, numbers within its confines some of the finest manufacturing plants, many of direct interest to the cooperage trade, which will extend a welcome to all—to say nothing of a quick line to "Ye Little Olde New York," where the lights are white and the going steady, high and hard. Plan now to attend the Semi-Annual and bring all the family. Secretary Krafft will announce the full business program as scheduled for the November meeting in the October number of the JOURNAL.

# Apple Men Out 1000 Strong at International Apple Shippers' Association 26th Annual Convention Held at Cincinnati, August 9 to 12

That the failure of the 1921 apple crop had anything but a depressing effect upon the apple shipping trade was evidenced by the registration of one thousand members of the International Apple Shippers' Association, which association met in Twenty-sixth Annual Convention at the Hotel Gibson, Cincinnati, Ohio, August 9th to 12th, inclusive. Not only were the apple members prompt in arriving, members coming from all parts of the United States and Canada, with two registrations from England, but the keenest interest was manifest in all the subjects pertinent to their trade and the closest attention given all such matters as came before the association in scheduled order. A running report of the convention follows:

### Executive Committee Meeting

Monday, August 8th, was devoted to registration and a meeting of the Executive Committee. Registration continued on Tuesday, August 9th, the scheduled first day of the Convention with a general acquaintance and "get together" session throughout the day followed by a ball in the evening.

### Opening Session

The Convention formally opened Wednesday morning, August 10th, at 10.30 o'clock, with President E. T. Butterworth, Philadelphia, Pa., presiding. Invocation was pronounced by Rev. S. B. Purvis.

Due to illness, Mayor John Galvin was unable to deliver address of welcome. This duty devolved upon Municipal Judge Wm. D. Alexander, who extended to the delegates and guests the welcome and freedom of the city. After eulogizing the Mayor and extolling the city the Judge voiced the hope that the drought prevailing, both legislative and otherwise, would in no way interfere with the pleasure and comfort of the visitors. He made himself popular with the general attendance by stating that while he did not expect any of the delegates or guests of the Convention to allow their enthusiasm and general joy in the exercise of the freedom offered to place them in an embarrassing position with the local guardians of peace and order, if, however, they found themselves in a predicament from which they could not extricate themselves, an "S. O. S." to him would give rise to prompt and speedy action by him to the end that they would be properly "taken care of." The spontaneous applause and enthusiasm which greeted the Judge's remarks denoted the pleased appreciation of those present.

J. D. HOLLINGSHEAD CO'S BARREL EXHIBIT AT INTERNATIONAL APPLE SHIPPERS' CONVENTION, CINCINNATI

Mr. E. H. Neustadl, of Milwaukee, Wis., responded to the address of welcome on behalf of the apple shippers.

### Secretary Krafft Extends Greetings from the Cooperage Industries

Fraternal greetings and felicitations were next extended the assembled apple men, prominent among which were the good wishes of The Associated Cooperage Industries of America, delivered by Secretary V. W. Krafft. Mr. Krafft complimented the shippers on their organization and spoke briefly of the identity of interest which existed between them and the organization which he represented. He lauded the principal of organization as a general premise and recommended strong individual support and interest on the part of each apple shipper present.

### President Butterworth Says Transportation Costs is Most Important Business Problem

President Butterworth then presented a most interesting report touching on the activities of the Association during the past year and making several specific and constructive recommendations for action during the present session. He deplored the present high freight rates and the attitude of the carriers as a whole toward the apple shipping and packing industry, saying in part, "Reduction of transportation costs is by far the most important problem that confronts our industries today: the only practical remedy is the complete rebuilding of rates." He further went on record as being opposed to the suggested sales tax as a means of raising governmental revenue.

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Following the President's report two addresses on general subjects were delivered by Chas. N. Evans, of the Fifth-Third National Bank of Cincinnati, who spoke on "Regeneration of Business," and Dr. Chas. Brooks, United States Department of Agriculture, who spoke on "Apple Scald."

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Reports of various committees were then submitted. The most important from the standpoint of interest to the Cooperage Fraternity being that on containers, which follows:

### Report of Committee on Containers

Your committee appointed a year ago at the Chicago Convention has gone into the container question, especially as related to barrels, baskets and boxes, and have corresponded with manufacturers and those interested, in the various producing sections of the United States.

Last year, containers were a vital question and entered into final results of the apple deal to a very large extent. The manufacturers of containers last season, in our opinion, made use of a very shortsighted policy in permitting the cost of containers to go to such extravagant heights, thus forcing a far greater number of shippers to load in bulk than had been the practice heretofore. Second-hand containers became of considerable value and were used everywhere possible.

We are advised that notwithstanding the fact that these prices were made on the basis of shortage of containers, that a number of manufacturers carried over large quantities of material, and they are forced this year to put this on the market at a heavy loss.

To quote one of our correspondents, who wrote us under date of May 14, 1921:

"Last year's prices of $1.50 per barrel are past and gone, these prices are cut down over half, but as far as the barrel maker is concerned, they will all lose money as they all had a carry over of high priced material. Should business pick up again in the fall and trade become normal, I would judge apple barrels would sell at 70-75c. and from what I can learn from material men, prices will never go as high as in 1920. They have almost killed the apple trade."

From another concern I quote: "Our company carried over from last year approximately two million feet of manufacturers' stock, all of which, of course, was produced at the high price level and unfortunately apple stock prices this year are 35-40c. less than last year. So you can see just how much loss the manufacturer is up against. As far as demand is concerned, we believe it is only about 50 per cent. as compared to last year."

There is no question but what the container condition this year is in a far different situation to that of last year. The frost throughout the middle west group and the southern group of apple producing states, has reduced the demand for barrels about 75 per cent. of what it would have been had the early prospects for apples materialized. Barrel prices at the present time seem to be generally stated at from 45-50c. for standard apple barrels, number one head, number one wooden hoops and mill run staves as compared to $1.10 to $1.50 for the same packages last year.

### Barrel Will Always Be the Standard Apple Package

The barrel will always be the standard package for apples in the middle west and eastern territory. At the same time, this price condition of last season undoubtedly started growers and shippers in these sections to ship in baskets and bulk that had never shipped in that way before.

Reports seem to indicate that there will be plenty of barrels to take care of the demand this year. Baskets last year ranged from $3.00 to $4.00 per dozen delivered in car lots. This year at the present time, they are ranging from $1.75 to $2.10 per dozen, delivered, and reports indicate that manufacturers will be fully able to take care of the demands.

The situation in the northwest where the prospects of an apple crop is normal is somewhat different from the barrel and basket situation. Last year the range of prices for box shooks was 25-28c. This year range of price is from 13½c. to 16c. for material. California boxes 15½c. and northwestern boxes 16c. for white pine, with heavier boxes slightly more.

There have been some reports from the box manufacturers that orders have not been placed and there might possibly be some shortage in boxes before the packing season is over. Your committee would suggest that it is highly desirable especially in the box apple section, that arrangements be made for boxes in plenty of time. Such action will go a long ways toward preventing trouble during the packing season when time is valuable.

If you have not done so, place your order so that the current price of boxes may not be materially increased because of the manufacturers' being unable to meet the demands that will show up at the last minute.

The information given was secured through correspondence and we believe has been given us covering the situation with fairness.

F. H. Simpson, Chairman.

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After the reports of the various committees had been received the meeting was thrown open for the discussion of subjects pertinent to the apple packing and shipping industry. As the discussions proceeded it became evident that there would not be sufficient time to give consideration to all the questions that were scheduled for consideration. "The Package Situation," in which subject the cooperage trade is specially interested, was among the subjects that were passed for lack of time. Nothing developed, however, during any of the sessions that would indicate any change in the present attitude of the apple shippers toward the wooden barrel.

There was quite a comprehensive line of exhibits of machinery, boxes, crates, baskets, hampers and barrels, provided by different manufacturers and distributors, and all came in for their share of attention.

### J. D. Hollingshead Co. Has Barrel Exhibit

The J. D. Hollingshead Co., of Chicago, Ill., presented their new half or tub barrel to the apple trade through the medium of a working exhibit in charge of A. L. Poessel, the secretary of the company. They also showed a knocked down slack barrel. Keen interest and much favorable comment was noted among those who viewed the Hollingshead exhibit.

### Entertainment Side of Convention Well Taken Care Of

While the business program of the Convention was given every attention, the entertainment of the members and guests was by no means neglected or slighted. Every evening saw some scheduled event provided for those who desired to be amused, while during the day, when the Convention was in session, the ladies in attendance were given luncheons, card parties, automobile rides and other social courtesies tending to the enjoyment of their visit. Altogether, the arrangements, both of the business and entertainment committees reflected great credit on the respective bodies.

### Election of Officers

Mr. E. T. Butterworth, Philadelphia, President, and all other officers of the International Apple Shippers' Association were re-elected in the closing session, August 12th. Seattle was favorite for the 1922 Convention though final selection will be left to a vote of the entire membership. After the election of officers for the ensuing year the Convention adjourned.

—

### DEPARTMENT OF AGRICULTURE SUGGESTS EXTENSIVE EXPERIMENT WITH THIRD AND HALF BARRELS FOR APPLE PACKING AND SHIPPING

The frailty of packages used in shipping American fruits to other countries is pointed to by the United States Department of Agriculture as a real cause for complaint. True, it is not always known at packing time whether the fruit is to be exported or not, and it would not be practicable always to employ special export packing methods even if such methods were adopted;




What Is Good Brokerage Service ?

Quick and accurate execution of orders
Up-to-the-minute quotations to the trade
Telegraphic transmission of offerings
Prompt deliveries from spot stocks

WE ARE PREPARED TO GIVE UNEXCELLED SERVICE IN HANDLING YOUR ACCOUNT AND CAN ASSURE YOU OF THE PROPER REPRESENTATION IN THIS MARKET

COOPERAGE { NEW and USED SUPPLIES MACHINERY

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*A National Cooperage Clearing House*
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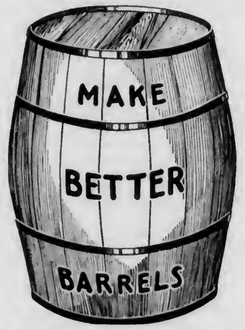
CROZED STAVES

A JOY TO THE COOPER
SATISFACTION FOR THE CONSUMER
ECONOMY FOR THE MANUFACTURER
*PUTTING BARRELS BACK ON THE MAP*

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OUR TIMBER IS MICHIGAN'S BEST HARDWOOD
PLANT AND HELP ARE EFFICIENT
OUR CREED—*"QUALITY"—"SERVICE,"* AND *"GOOD BARRELS"*

CROZED STAVE CORPORATION
GRAND RAPIDS, MICH., U. S. A.

The W. M. Davis Stave Company
MEMPHIS, TENNESSEE

OUR SPECIALTY IS
COTTONWOOD STAVES
BUT WE MANUFACTURE ALL KINDS OF
SLACK STAVES, HEADING and HOOPS
AND SHIP IN
STRAIGHT OR MIXED CARS

Quality Service Satisfaction

Try Our Apple Barrel Stock

The "Davis Quality" of SLACK COOPERAGE STOCK is manufactured from the best selected timber by the most experienced workmen with the most up-to-date equipment, and in strict accordance with Association Grade Rules and Specifications; therefore, we supply PERFECT STOCK FOR PERFECT BARRELS.

IF IT IS ORAM'S IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING IT FOR THE USERS

"THE OLD RELIABLE" WOOD BARRELS

**ORAM'S LATEST IMPROVED RALYA'S HEAD ROUNDER**

This Cut Shows Important Improvement, Note Lettered Parts

**ORAM STANDARD DRIVING MACHINE**

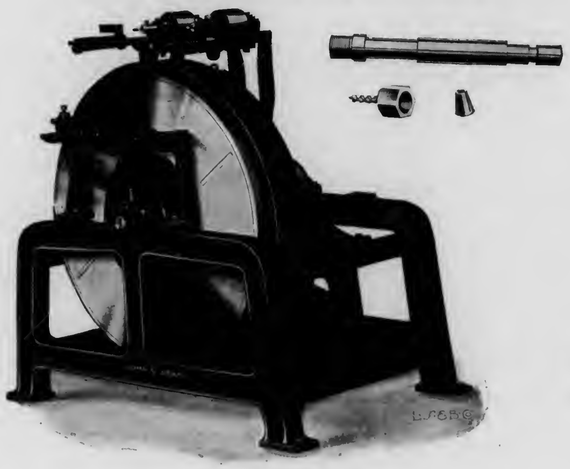
Showing [illegible] Motor Attached

*SIMPLE—DURABLE*

Capacity—Operator can handle [illegible] per day of 10 hours, power driven.

**HEADING JOINTER AND DOWELING MACHINE**

Showing Compression Chuck Style Dowell Mandrels



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# THE JOHN ORAM CO.

## STAVE, HEADING & BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.





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BONE DRY
TRADE MARK REGISTERED

## A POPULAR BUYING TRAIT

Nowadays everybody who has any orders to place, not only **expects** superior quality stock, but **demands** it!

We are prepared, as heretofore, to fully satisfy this popular demand for extra good quality as applied to slack barrel heading.

Buy the old reliable "Bone-Dry" brand, and be sure of getting one hundred per-cent value for every dollar.

**HIMMELBERGER-HARRISON LUMBER CO.**

SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

Since 1875 Manufacturers of

## High-Grade Apple Barrel Stock

STRAIGHT AND MATCHED CARS

**BOLZ COOPERAGE CORPORATION**

MILLS IN MISSOURI, ARKANSAS LOUISIANA AND ALABAMA

1026 Title Guaranty Building SAINT LOUIS, MO.

## Struthers-Ziegler Cooperage Co.

**SLACK BARREL MATERIAL**

1104 BOOK BLDG. DETROIT, MICHIGAN

## WM. G. PENNYPACKER, JR.

**Staves—Heading—Hoops, Etc.**

Specialist in GUM HEADING AND GUM STAVES

Write To-day for Prices :: ADDRESS ALL COMMUNICATIONS TO BUFFALO, N. Y.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL"



but at the same time, improved packing methods might well be used in the purely domestic trade, for the necessity exists there as well, even if in lesser degree.

### Shippers Have Much to Learn

Compared with the results secured by other countries in export trade, American shippers have much to learn in packing fruits for foreign shipment. Australian apples require about two months in transit to England, but the fruit generally arrives in good shape with little or no breakage or decay. The same is true of South African oranges. Even such tender fruits as apricots and peaches are brought to England from South Africa, not only sound, but free even from the little dents and marks which the American shipper has come to accept as inevitable. Belgian hothouse grapes arrive in England with every berry perfect and the bloom almost untouched.

### Third and Half-Barrels for Apples

Barrels are not entirely satisfactory as containers for apples in export shipment, says the department, and it might be worth while to experiment rather extensively with third and half-barrels or with some form of box or crate as a possible and acceptable substitute for the barrel in eastern districts. In any event, there is little excuse for using barrels on which some of the hoops are not fastened, or in which nails protrude to puncture and ruin the fruit.

The department states that the practice of wiring export apple and pear boxes has done much to cut down excessive breakage in transit.

### "KING APPLE'S ENEMIES" SHOWN IN MOVING PICTURES

Many of the insects and fungi that prey upon deciduous fruits in American orchards are exposed to view in "King Apple's Enemies," a new one-reel motion picture recently released by the United States Department of Agriculture. The picture will be circulated through the department's system or film distribution, in which preference is given to agricultural extension and field workers, but which also provides as far as possible for the requests of other users of educational films. Copies may be bought for about $40 each by authorized institutions.

The picture, for which the Bureaus of Entomology and Plant Industry are the authorities, shows scenes in beautiful apple orchards and then tells of the mobilization of the foes of the "king of fruits." How the foes are repelled is depicted when the machine guns and heavy artillery—various types of spraying and dusting machinery—move into action. Then the domain of King Apple, cleared of its enemies, comes into view.

"King Apple's Enemies" is one of nearly 150 subjects that have been pictured in the department's "movies," and which are being used throughout the country.

### SHORT WEIGHTS AND QUANTITIES IN AMERICAN GOODS

Consul Edward J. Norton, Sydney, New South Wales, writing under date of June 21, 1921, says recently a number of dealers in Sydney were prosecuted for having sold oil and other commodities short in weight of the quantity purchased. Among the products found deficient in weight or quantity some were of American origin, which the dealers stated, had been purchased on the basis of the quantities marked on the containers.

The attention of American exporters is called to the following paragraphs taken from the Trade and Customs Orders of the Commonwealth of Australia, as it is considered a very serious matter for local manufacturers to have short-measure products placed on the market by overseas shippers:

735. Goods from the United States of America, such as oil, varnish, etc., invoiced or marked as American gallons, are to be charged duty on the British equivalent of the American gallonage stated, unless there are clear indications that such invoicing or marking is accepted by the purchaser as meaning actual or reputed imperial gallons.

736. The American gallon is a foreign measure, and is to be dealt with in the same way as any other foreign measure, notwithstanding that, in denoting such measure, the English language is used.

737. The equivalent of 10 American gallons is 8.334 imperial gallons. For practical purposes it will be sufficient if one-sixth be deducted from the number of American gallons and the result taken as the quantity (imperial gallons) for duty. American quarts and pints should be treated proportionately.

Hills Vinegar Company, New Orleans, La., is erecting a fifty-barrel vinegar plant.

# The Danger in Cost Systems

## Few Questions are More Vital to Trade Associations than the Government's Attitude Toward Study and Use of Rules for Determining Costs; Here is An Unofficial Opinion on the Matter by a Member of the Federal Trade Commission

Uniform cost accounting by trade associations is not only legal but highly beneficial. This is the personal view of Nelson B. Gaskill, acting chairman of the Federal Trade Commission, as expressed, unofficially, to E. W. McCullough, manager of the Fabricated Production Department of the Chamber of Commerce of the United States. The Commission heartily favors such work, "provided it is done scientifically and accurately."

Only when cost accounting is used for "ulterior purposes," such as finding averages or otherwise being made the basis of price-fixing, is it illegal.

Trade association members have long realized the importance of cost accounting information, and some of them have attempted to deal with the problem from an educational standpoint; but apparently not all of them have restricted their activities to the educational angle, and so have aroused criticism by the Federal Trade Commission and the Department of Justice. This has checked the efforts of others who were innocent of wrong-doing. It was to clarify the situation that Mr. McCullough wrote recently to Mr. Gaskill, asking for his opinion regarding uniform cost accounting as used by the producers of a certain line whereby they figured their cost under the same rules, including in them the same elements, and differing only in results because of variance in the size of plants, equipment, efficiency and local conditions. Such a standard plan would be uniform as to fundamentals.

HOW far may a trade association go in a uniform cost-accounting system?

In putting this question to the acting chairman of the Federal Trade Commission, the Fabricated Production Department of the National Chamber of Commerce made this explanation:

"We refer to a standard plan or methods which may be developed and used by the producers of a certain line whereby they figure their costs by the same rules including in them the same elements and differing only in results because of the variance in size of plants, equipment and local conditions—uniform as to fundamentals.

"Is there any reason why such a system may not be developed and used lawfully by an industry? Again, if conversion costs only be dealt with, is there any legal bar to the collective study of costs by the members of an industry using such a uniform cost system?"

The reply, made unofficially, is that such a collective study is not only permissible but beneficent so long as no ulterior use of it is intended. At a time when the trade associations are in considerable perplexity as to what course of conduct they may pursue, this clarification of the cost-accounting problem should prove extremely helpful.—THE EDITOR.

### The Commission's Attitude

In reply Mr. Gaskill said: "There has been much misunderstanding and unfortunately not a little misrepresentation of the attitude of this Commission on the subject of uniform methods of cost accounting. In fact it seems to be difficult to secure, even for the most carefully worded statement, a proper appreciation of the Commission's position, yet it is really very simple, namely that it is strongly in favor of such work provided it is done scientifically and accurately and is not used for ulterior purposes in violation of the law.

"No governmental agency in this country except possibly the Treasury Department, has had so much occasion to observe the existing defects in cost accounting methods, but the Commission is glad to record its opinion that there has been, on the whole, a considerable improvement in recent years. The work of this Commission would be greatly facilitated by further improvement in cost accounting methods and also, in fact, by a greater uniformity in methods provided proper methods are chosen as the models.

"There has been a good deal of indifference and ignorance shown by individual companies regarding the methods of ascertaining costs. Accurate cost finding in some cases, however, appears to involve an expense that some business men regard as greater than the benefits, while in some industries the technical or theoretical difficulties in getting accurate costs are no doubt very great.

"As long as the principles of cost accounting are sound and the methods used are adapted to secure accuracy of individual results, and provided that the results are not used directly or indirectly for ulterior purposes of an illegal character, the Federal Trade Commission is in favor of the study and development of uniform cost accounting by trade associations, or otherwise.

"There is evidently nothing illegal in such a practice, but it is always well to remember that though innocent in itself, it has sometimes been perverted to serve the ends of collusive price control, and, when it is so used, no matter whether directly or indirectly, then restraint of trade is involved.

"With respect to uniform methods of determining conversion costs the same principles and conclusions would also apply."

In elaborating this statement, Mr. Gaskill wrote further a little later: "Stated in another way, the conception of the Commission is that the efforts of a trade association to educate the individual member in the application of sound principles of cost accounting in his individual business, are proper. But that any subsequent effort of the association to reduce the individual costs to an average or uniform cost basis and to procure the use of the group standard as a basis of price making by each of the individuals in the group, is improper. The individual must fix his own cost and his own margin. The group may not attempt to substitute a group average or standard either of cost or margin for the individual's figures without being in peril of becoming an unlawful combination.

"Applying this statement to your interpretation of our letter of the 25th, it may be said that for a trade association to set up and induce the use by its members of a scientific and accurate plan of cost accounting is not only legal but highly beneficial to the individual members of the association. The use of this legal and highly beneficial information by each individual in establishing his own production cost and determining his own margin, is entirely proper. If thereafter the association attempts to induce its members to disregard their own varying figures and use a common average or uniform figure of cost or margin or both, it has departed from its proper position of instructor and may easily take on the appearance of a price-fixing combination in restraint of trade or in suppression of competition.

"How far the association can lawfully go in acting as the medium of exchange of cost data among its members can only be determined after the decision by the United States Supreme Court in the pending action against the American Column and Lumber Company et al., in which this question is involved.

"In such an expression as this, nothing is 'condemned' by the Commission. The Commission renders judgment only after the trial of an issue of fact upon a complaint, after hearing. Such letters as this are advisory only, suggestions and nothing more, written in the hope that they may be helpful."

### The "Cans" and "Can'ts"

Commenting on this correspondence, Mr. McCullough says: "Believing that the chief function of a trade organization is the education of its members along proper lines, it is apparent that there is no bar, legal or otherwise, to their promoting cost accounting among their members within the restrictions mentioned in the correspondence. But I cannot too strongly emphasize what is also pointed out as to using this valuable information in a way which is clearly unobjectionable."

The Fabricated Production Department of the Chamber of Commerce of the United States has made a great deal of progress in its efforts to develop uniform cost accounting within the various industries, and has accumulated information concerning about seventy such systems. Mr. McCullough urged that other trade lines not so supplied develop similar systems for the benefit of their members.—Reprint from *The Nation's Business.*

### OLD TREE IN HALL OF FAME

To mark the 200th anniversary of known data in connection with the "Witness Tree" of the Donegal Presbyterian Church of Lancaster County, Pa., the American Forestry Association at Washington, D. C., announces that the tree is given a place in Trees' Hall of Fame. The nomination is made by Martha Bladen Clark.

The Witness Tree Chapter of the Daughters of the American Revolution has unveiled by the tree a monument and tablet that tells how the congregation of the church gathered under the tree 144 years ago next month, when they heard Lord Howe was coming to invade Pennsylvania, and "pledged loyalty to the cause of liberty."

# Boosting the Wooden Barrel—The Perfect Package

### AMERICAN STEEL AND WIRE COMPANY DOES SOME FINE CO-OPERATIVE BARREL BOOSTING

Some particularly fine and valuable co-operative wooden barrel boosting is given the cooperage industry by the American Steel and Wire Company, Chicago and New York, in the issuance of their impressive and informative publication, "History of Slack Cooperage and Catalogue of American Twisted Splice and Electric Welded Wire Hoops."

In submitting their latest publication to the JOURNAL, H. S. Lockwood, sales agent for the American Steel and Wire Co., says in part:

"Every reader of the JOURNAL knows that their trade, the cooperage industry, has a national association, The Associated Cooperage Industries of America, President E. P. Voll, 511 Federal Reserve Bank Building, St. Louis, and V. W. Krafft, Secretary, Railway Exchange Building, St. Louis, and the JOURNAL'S every reader also knows that their national association is conducting an advertising campaign exploiting the wooden barrel as unqualifiedly the best and most sanitary container for the shipment of produce and manufactured articles. This advertising campaign is to arouse and sustain the interest of the consuming public in a safe, secure and sanitary package, from which and in which are delivered those things that are taken into the homes.

"We encourage and support this campaign of the cooperage industry by distributing our latest publication, 'History of Slack Cooperage,' prefacing the book with the following:

"There is no doubt but that the wooden barrel is one of the most remarkable factors in the economic life of mankind.

"The well-constructed barrel is a perfect piece of mechanism. It is the strongest structure that can be made from an equal amount of material.

"The enlarged middle (bilge) is an endless arch constructed to sustain pressure from without, while the hoops which encircle it sustain pressure from within. Every portion of the arch braces and strengthens all the rest.

"The length of its life is incalculable, due to its great resiliency and to the facility with which it can be repaired. Any broken part is easily replaced, and even the broken parts of larger barrels are used to make up parts of smaller sized barrels and kegs.

"AMONG ITS MANY VIRTUES MAY BE INCLUDED THE FOLLOWING:

"1—Strength combined with lightness.
"2—Mobility, with its inherent economy in shipping.
"3—Non-conductivity of heat, cold or even electricity.
"4—Non-tendency to sweating.
"5—Complete protection from contamination.
"6—Resistance to outside pressure in piling or storing for shipment.
"7—Great flexibility, resiliency and non-susceptibility to indentation.
"8—Facility of repair at minimum cost through the great ease of replacing damaged parts.
"9—Utility for the shipment of an almost endless variety of products, some of which we mention:

| | | | |
|---|---|---|---|
| Sugar | Crockery | Chalk | Chemicals |
| Salt | Glassware | Fruits | Hardware |
| Crackers | Dyestuffs | Vegetables | Horseshoes |
| Dry paints | Flour | Meats | Powder |
| Dry glue | Cement | Sulphate of | Fish |
| Cereals | Lime | Iron | Nails |

"Glittering generalities describing any article will attract and hold temporary attention, but it is the recital of facts that secures the interest in all marketable products.

"We present this history of slack coperage, bringing to light the unsurpassed usefulness of the wooden barrel as well as stating facts concerning American Wire Hoops—among which there are no culls, every one perfect, formed to size and ready for use—and urging their use wherever slack barrels are made, since a perfect package needs a perfect hoop."

There is no slack barrel maker or barrel booster who should not have a copy of the American Steel and Wire Company's latest publication; since a copy of the 50-page book, replete with illustrations, will be mailed immediately upon request.

APPLE BARREL WITH AMERICAN TWISTED SPLICE WIRE HOOPS IN USE

### CALIFORNIA BARREL COMPANY HAS COOPERAGE EXHIBIT AT SAN FRANCISCO'S INDUSTRIES AND LAND SHOW

A most interesting and complete cooperage exhibit was on view at the recent California Industries and Land Show held in San Francisco. The exhibit was made by our extensive barrel making advertisers, the California Barrel Company, 22d and Illinois Streets, San Francisco, one of each of the company's line of manufacture being shown. The package display, which embraced a 16-gallon cider keg; 50-pound pork keg; 1-gallon olive kit; 4-gallon olive kit; 50-gallon, 6-hoop spruce barrel; 50-gallon oil shook; 60-pound lard tub; 12-pound fish kit; 200-pound milk barrel; ½ sugar barrel; 100-pound G. H. Fish half; grape keg containing grapes packed in sawdust; 30-gallon oil half barrel; 2½-gallon pickle keg; arsenic half; 150-pound pickle keg; 60 roll butter half; grease half; 10-gallon B. H. Cider keg; 80-pound G. H.

CALIFORNIA BARREL CO'S COOPERAGE EXHIBIT

Fish half; 25-roll butter keg; 4-gallon pickle keg; 25-pound G. H. Pork keg; 1-gallon pickle keg; 5-gallon pickle keg; 80-pound lard tub, was arranged most attractively, as will be noted by illustration presented, and it is needless to say proved one of the features of the show. The attention of the public was doubly held, and all visitors received much information from the many photographs, illustrating barrel-making from the tree to the finished package, which the California Barrel Co. displayed in conjunction with their cooperage exhibit. With individual barrel exhibits, such as many of our cooperage manufacturers are now making, and which exhibits many others, we feel positive, will very shortly be placing at different Association conventions and business and trade shows, and these in conjunction with the work which the Trade Extension Committees, both tight and slack, will do from now on, the work of boosting the wooden barrel will begin to assume such proportions as will yield the most gratifying results. Let the good work of barrel advertising increase and extend, and let every member of the cooperage trade do his full share.

### THE MICHEL COOPERAGE CO. HAS FINE BARREL DISPLAY AT MANUFACTURERS' EXHIBIT—

One of the interesting features at Cedar Point, a well-known summer resort on the southern shore of Lake Erie, across the bay from Sandusky, Ohio, is a manufacturers' exhibit made by the principal business interests of Sandusky. This city of 25,000 people has 151 manufactories, employing 5,782 operatives. It is a large center of the fish industry, of the manufacture of chalks, crayons and paints, of castings, tools and various kinds of machinery. Numerous beverages, including grape juice, are made, for this is a center of grape-growing. Here are made the well-known El Verso and San Felice brands of cigars, and the candy industry is also strong in this locality.

Included in the list of exhibitors at this Cedar Point display, which is housed in the Exposition building, is one by our progressive advertising friend, The Michel Cooperage Co., manufacturers of a large line of tight barrels, casks and kegs, and particularly of wine and oil barrels and lard tierces, as well as all kinds of kegs up to fifty gallons. The Michel Cooperage Company's large plant, built of brick, is on East Market Street, Sandusky, opposite the Baltimore & Ohio depot. The company not only furnishes packages to the Sandusky trade, but ships as far as Pittsburgh and Niagara Falls. The Michel Cooperage Co. was established about thirty years ago by two brothers and is now in the hands of the second generation of the same family.

A representative of the JOURNAL, on a brief vacation at Cedar Point, took occasion to say "howdy" to our cooperage friends in Sandusky. At the plant of Brunn Bros., which is engaged in slack cooperage, making mostly fruit barrels, and at Kilbourn & Co., manufacturers of fish kegs, business was reported slow at present, but it is expected to start up soon.

Cedar Point is a very attractive summer resort, drawing as many as 1,000,000 visitors annually. Of these many take occasion to inspect the exhibits made by the enterprising manufacturers of Sandusky. The manufacturers' display is in charge of Charles E. Frohman, a young man in his junior year at the University of Pennsylvania, where he is taking a business course. He is a relative of Daniel Frohman, the play producer, and of the late Charles Frohman, of similar stage interests, who was lost on the Lusitania. Young Mr. Frohman is interested in advertising and has prepared much literature for Sandusky business concerns.

As a summer resort Cedar Point has many advantages, chief of which is its fine bathing beach, said to be the best and most extensive fresh water beach in the country. There are two big hotels at the Point, the Breakers and the Cedars, both under one management, that of the G. A. Boeckling Co. The usual summer resort attractions are all to be found at Cedar Point, and it has a large grill and a cafeteria at popular prices.

Every day is a convention day at Cedar Point. Grain men, coal men, lumber men, doctors, dentists—in fact all lines of business and the professions from all over the country convene here. If the coopers desire a convention place that is roomy, attractive, easily reached by train or boat, and where every taste can be pleased, they may well choose Cedar Point. The Breakers is the larger of the two hotels and it has an immense lobby and ground floor parlors which are homelike and attractive, and the centers of sociability and comfort. The hotel fronts directly on Lake Erie.

### COLWELL COOPERAGE COMPANY KEEPS WOODEN BARREL BEFORE THE PUBLIC

Among the steady wooden barrel boosters is Colwell Cooperage Co., the "Colco" products manufacturers, of New York, who, through the medium of the New York press, does much good in the trade extension work. The latest barrel advertising appeared in the Weekly Business Review Section of The New York Evening Mail of August 18th and under the caption "Wooden Barrel Is Best Container," says:

In the transportation, distribution and marketing of many products containers are an important element. There is one container that has stood the test of experience for thousands of years—the wooden barrel.

The construction of the wooden barrel is based upon a scientific principle which gives it lightness, strength and stability. This peculiar construction also lends itself to economy in handling.

The facility of the wooden barrel for delivering its content in exactly the same condition in which it was packed is said to be unexcelled. Being essentially a bulk package, its cost per unit of content is declared to be relatively less than any other form of container.

It is interesting to note that a wooden barrel is one of the oldest fabricated products of which we have authentic knowledge.

One of the oldest and most firmly established cooperage firms in this city is the Colwell Cooperage Company, of 412 Greenwich Street, dealers in "everything the cooper needs."



### CANADA BARRELS AND KEGS, LTD. HAS STRONG MONTHLY BARREL TALKS

One of the best selling lines noted recently is the monthly Barrel Talks, in which our advertising friends, the Canada Barrels and Kegs, Ltd., tight cooperage manufacturers, Waterloo, Ont., tells of the uses and abuses of the wooden barrel, and in such a way as instantly claims the attention and interest of the reader while at the same time invaluable information is being imparted to the barrel user. Presented on a most attractive four-page calendar folder the barrel talks of our Canadian manufacturers are doing especially fine work, and that all our readers may see the style employed in boosting different lines of barrels, the latest of the barrel talks of the Canada Barrels and Kegs, Ltd., is printed below:

VINEGAR BARREL

**Only a Vinegar Barrel**

True! But I am proud of it. I measure up to all package standards of the leading vinegar manufacturers. I have helped to build the reputation and business of more than one of my users. And buyers are always glad to get shipments that I carry because—I always deliver full measure—I always deliver a pure, untainted product because I am always perfectly clean and pure inside when I leave the cooperage. And I give longer and better service than any other barrels I have ever known used for the same purpose.

I make strong claims, it's true. But just give me a chance and I will make good on every one of them. My makers—Canada Barrels & Kegs, Limited—can get me to you in double quick time, too, whenever necessary, because thousands just like me are always carried in stock in their great warehouses.

But PLEASE, when you use me, don't fill me flush with the bung. If you do, and I get a sudden drop, my poor head bulges or my joints are strained so they leak.

"Only a Vinegar Barrel." Yes, but a mighty good one for you to do your shipping in. TRY ME.

### WOODEN BARREL BOOSTERS SHOULD BE ON HAND AT CRANBERRY GROWERS' MEETING

The Wisconsin State Cranberry Growers' Association will hold its 34th summer meeting at Wisconsin Rapids, Wis. Tuesday, October 9th. Mrs. S. N. Whittlesey, Cranmoor, Wis., is secretary of the Association. It is expected that the Wisconsin cranberry crop will fall below normal production, due to excessive heat, lack of rain and other causes this season.

The Cleveland Cooperage Co., Cleveland, Ohio, has increased its capital stock from $100,000 to $300,000.

### THE CROZED STAVE

In speaking of their special line of manufacture, the crozed stave, the Crozed Stave Corporation, Grand Rapids, Mich., of which company E. M. Holland is president, says:

"Our staves are a new departure in the slack barrel line in that they are cut, crozed, chamfered and equalized all in one operation, eliminating the use of equalizer saws in the stave mill as well as the use of cumbersome crozing and chamfering machines in the machine barrel shop and crozing and chamfering in the hand cooper shop. When jointed our staves are ready for assembling into barrels.

"Our process is not an untried experiment. We have manufactured crozed staves from all species of Northern and Southern hardwood timber during the past eight years and have kept track of the assembling of more than a half million barrels made from our staves for diverse purposes. We know positively that they are a better product than is manufactured by any other method now in use, and more economical.

"Our croze is cut clean and deep insuring a perfect fit to the head and always the proper distance between heads. Our staves are also uniform thickness at the heads insuring the safe use of machine-made wooden or metal hoops and a perfectly tight fit at the heads.

"This is also true in the event that any thin staves are produced in cutting staves, as enough residue is always left on the back side of the stave at the heads to insure this uniformity of thickness.

"While our staves are not what are termed shooks, they assemble very similar to shooks but are better in that it is not necessary to preserve the identity of the staves. We might add that our crozed staves form practically a perpetual shook.

"We recommend our crozed staves to the machine barrel plant as well as to the hand cooper shop, as the one big point about them is economy. We especially recommend them to the export trade as the saving over the expensive shook system is too large for any comparison.

"Our staves will be dried by a special vacuum process of drying, which will dry them to within 15 per cent. of moisture, leaving the staves bright, clean, and free from mold, mildew, warps, wrinkles, and splits and retain the original circle.

"Our staves are jointed direct from the dryer. All staves will be carefully graded and packed, and ready for shipment within sixty hours from the time the bolts are wheeled into our steam tunnels.

"Our staves will be produced for the time being from live, native, northern hardwood timber. Our new plant is the finest and only one of its kind in the world.

"We develop our own electric power, which power is utilized to drive all machines. Our cutters are of the extra heavy type manufactured exclusively for us and under our direction by the manufacturers of the John Greenwood machine, the Rochester Barrel Machine Works, of Rochester, New York. Our process is patented in the United States of America and the Dominion of Canada."

### STEPHEN JERRY & COMPANY INCORPORATE CAPITAL STOCK $100,000

Stephen Jerry & Co., manufacturer of slack barrels and shooks for export, Vandervoort Ave. and Withers St., Brooklyn, N. Y., has been incorporated with a capital stock of $100,000. The incorporators are S. and R. Jerry and E. K. Walker.

### HILLARD STAVE COMPANY NOW RUNNING

The plant of the William L. Hillard Stave Company, Pettigrew, Ark., is the only stave mill now running in that district, which comprises five counties, according to report just to hand. The last large order for staves was filled when the Hillard interests shipped one million staves to England via New Orleans. Instead of the old daily average of 200 teams coming into Pettigrew with staves and other wood products, the report says, there are only a few and they are bringing in some ties and wagon stock.

### H. B. CARTER OFF FOR EUROPE AGAIN

H. B. Carter, president of the General Cooperage and Timber Company, New Orleans, La., returned during the closing days of July from a brief trip to Europe, which took in England and France, and left again August 13th for New York, via Chicago and other Northern points, to sail again from New York for Europe. In view of the difficult conditions surrounding the stave and timber business in Europe, Mr. Carter expects to spend the greater portion of his time abroad giving his personal attention to that end of the business, making his headquarters in Paris, where his family is located for the present.

### LIMITATION OF ARMAMENTS MOST IMPORTANT IDEAL OF THE WORLD, SAYS A. C. BEDFORD

Cool and passionless study of the difficult position of world commerce, with the view of assisting the governments in the rehabilitation of the world markets, exchange and commercial confidence, was urged by Viscount Birkenhead, the Lord Chancellor, in welcoming to England the delegates to the recent second congress of the International Chamber of Commerce, at which 250 American delegates were present.

Viscount Birkenhead said that, due to the war, world exchange was more chaotic than since the days of the conflicts of the Greek city-states.

He declared that prosperity and contentment were impossible until the maximum of trade and the consequent maximum of production were created.

The congress of the International Chamber of Commerce, he said, should conduct an investigation toward that end without regard for color, nationality or geography, and without regard for the position of the nations previous to or since the war.

The work of the League of Nations, Viscount Birkenhead asserted, was not inconsistent with that of the congress and he was pleased that, although the American government had exercised its right regarding participation in the League, the leaders in the American business world were co-operating heartily.

A. C. Bedford, president of the Standard Oil Co. of New Jersey, replying in behalf of the American delegates, said Americans were confident in the restoration of international peace, domestic law and the social order, the pre-eminent fundamental needs of the world today. Mr. Bedford declared he did not wish to indicate the existence of differences in the viewpoints of American business men and the Government. He further asserted the belief that he was expressing the united judgment of business men of the world in saying that an agreement for the limitation of armaments was a most important ideal, the realization of which was the profound duty of the statesmen of the various countries.

### IS MAKING APPLE BARRELS

H. M. RISK, DUNDAS, ONT., reports that the apple crop in Quebec will be a bumper one, while his section will have a fair to middling yield. Mr. Risk advises that he has three coopers working on apple barrels.

### TRADE IN THE SOUTHEAST WELL MAINTAINED

A survey of business and industrial conditions in Atlanta, Ga., and the Southeast, just made by the Atlanta Chamber of Commerce, discloses that a definite change for the better has come with a promise of return to normal within the next two or three months.

### LATEST COOPERS' NOTES

The Paramount Woodenware Manufacturing Company, Portland, Orc., has been organized with a capital stock of $50,000. The company will engage in the manufacture of a general line of woodenware.

The Atlantic Cooperage Company, Jacksonville, Fla., has established a cooperage plant at Carrabelle, Fla., for the manufacture of barrels for the fish, oyster, syrup and honey trade. The plant is modern in every respect and one of the largest in the State.

During a recent storm lighting struck a transformer in the plant of the American Stave & Cooperage Co., Chelsea, Mass., but no serious damage resulted.

A $25,000 addition will be made to the cooperage plant of A. Uttal, 2231 West Grand Ave., Chicago, Ill. Contract has already been placed.

A new plant for the manufacture of fruit barrels, potato crates and baskets has been put in operation by the Spencerport Cooperage Co., Spencerport, N. Y.

A new cooperage plant is reported for Vancouver, Wash. The California Barrel Co., San Francisco, Cal., may establish such a factory on a 150 acre tract in Vancouver.

The Dunbar Molasses and Syrup Company, New Orleans, La., has put out a bond issue of $400,000 to increase its capital, and the American Coffee Company increased its capital stock from $100,000 to $250,000.

The Elk Stave & Lumber Co., Anchor, Ky., has been chartered by Lee Congleton, Claude Congleton and Chester D. Brewer. Capital stock of the new company is $3,000.

A new barrel plant will be installed and operated at 13 Mortimer Street, Buffalo, N. Y., by Eli Mitnik.

The Mill Shoals Cooperage Co., of St. Louis, Mo., recently started plant operations at Hickman, Ky.

The Paducah Cooperage Co., Paducah, Ky., has resumed operations after a close down of some little period.

The Stolper Cooperage Co., 3219 Fond du Lac Ave., Milwaukee, are planning to rebuild their plant which was partially burned recently.

DEPARTMENT OF
The
# ASSOCIATED COOPERAGE INDUSTRIES of AMERICA
V. W. KRAFFT, SECRETARY

OFFICE OF SECRETARY, B20 RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

### Group Meetings

At the recent meetings of Slack Stave, Heading and Hoop, and Tight Stave and Heading Groups, a number of important matters were considered and action taken as follows:

Adoption of resolution relating to market values as of December 31, 1920;

Appointment of committees for various groups to investigate the matter of Overhead Costs (including depreciation);

Appointment by Slack Group of Committee on Grade Rules and Specifications.

### Trade Extension

Meetings of the following Trade Extension Committees, representing the Tight and Slack Groups, were recently held in the Association office:

### Tight Cooperage Group

Messrs. C. F. Meyer, C. C. Berry, E. J. Kahn, T. J. Walbert, H. G. Herget, J. A. Warnock, G. I. Nervig.

### Slack Cooperage Group

Messrs L. C. Hollingshead, Chairman; H. R. Huntington, A. Wunderlich, T. D. Massee, W. M. Davis, C. F. Smith, G. E. Wilson.

Definite progress was made in the working out of plans to be submitted at the November meeting in accordance with action taken at our last convention. The committees realize the paramount importance of the work entrusted to them and will be prepared to submit a definite and detailed recommendation for practical Trade Extension Campaigns to be conducted by both groups.

L. C. Hollingshead and H. R. Huntington have been appointed by Vice-President E. A. Powell, of the Slack Cooperage Group, to membership on the present Advertising Committee, succeeding Messrs. F. S. Charlot and C. L. Harrison, resigned. This committee will administer the present campaign which expires at the end of this year.

### Coiled Elm Hoops—Unit of Sale and Purchase

At the meeting of Coiled Elm Hoop Manufacturers, held in Memphis, July 13th, it was decided that Section 9 of our Rules Governing Sales and Settlements, covering "Unit of Sale and Purchase," be amended to provide for 80,000 5 ft. 3 in. hoops as constituting a carload.

### Rule for Combination Rates

In view of the admitted inability of carriers to provide through rates on all commodities except lumber and cement, effective August 1st (it having been the intent to extend the application of the provisions in Kelly's Tariff I. C. C. No. U. S. 1, on lumber and cement to January 1, 1922), the railroad traffic officials have practically agreed upon the plan of each carrier publishing existing basis for figuring combination rates in blanket supplement form, to become effective November 1st, which of course would result in the cancellation of Kelly's Tariff No. 228 above referred to. This arrangement is, of course, subject to the granting of a sixth section application by the Commission.

### Insufficient Postage—Business Letters for Foreign Destination

The Post Office Department has issued a notice that commencing September 1, 1921, business letters for foreign destination with insufficient postage will be returned to the sender from the mailing or exchange office for additional postage.

### Referendum No. 36

We enclose a copy of Preliminary Canvass of Ballots cast in Chamber of Commerce of U. S. of A. Referendum No. 36 regarding forms of taxation.

### Consular Reports on Foreign Markets

We have available through the courtesy of the Bureau of Foreign and Domestic Commerce, Department of Commerce, a few copies of manuscript Consular Reports on the market for barrel staves and heading in Africa, Europe, Far East and Near East. Interested members can secure the loan of a copy by applying to this office.

### Time Extension on Rough Material Privilege

Interstate Commerce Commission Special Permission No. 53902-53928 authorizes extension of the time on the transit privilege for six months on rough material. This extension will be operative for six months from the date on which the one year of privilege would expire. The tariffs of various roads are now being amended accordingly.

### Application of Single Increase to Combination of Separate Factors

The Interstate Commerce Commission in Opinion No. 7024, 62 I. C. C. 643-5 has ruled that where one of the tariffs used in making combination rates on through shipments contains a rule that such rates will be subject to the increase but once, there is a holding out to the shipper of the rate so constructed which the carrier should protect.

### Income Tax Returns

Your attention is directed to the enclosed copy of a communication received from our attorney, G. B. Webster, relating to income tax returns:

"Responding to your telephone inquiry I have to say that when the Internal Revenue Department, Income Tax Unit, rechecks a return and concludes that an additional assessment is due, it send to the taxpayer what is commonly called the A-2 letter, which is notice to the taxpayer of the proposed additional assessment. These letters generally allow thirty days for a reply by the taxpayer as to why the assessment should not be made, and if he does not reply within that time the assessment is forwarded to the collector of the district. When this assessment once gets on the collector's list the only remedy is to pay it or file a claim for abatement, which is generally a long-drawn-out and expensive procedure.

"If the members of the Association would promptly forward any A-2 letters they may get, it would be possible to obtain an extension of the thirty days allowed for reply and prepare a case against the additional assessment. In other words, you will understand that it is easier to defeat the proposed assessment than it is to get the money back, if there is any good ground for its not being made. Of course these are individual cases and depend largely upon the facts of each case, so that when members are sent these A-2 letters they should forward at once their reasons why the additional assessment should not be made. We can then take it up with the Department and get a hearing or file a brief if necessary.

"This is what I had in mind when I called your attention to the matter."

**IMPORTANT**
**PRELIMINARY ANNOUNCEMENT**
**SEMI-ANNUAL CONVENTION**
**Hotel Traymore, Atlantic City, N. J.**
**November 9th, 10th, 11th**
**Special HOTEL RATES have been made us.**
**Further details later.**

### Trade Opportunities—Tight

John McNerney, R. R. 1, Belpre, Ohio, desires prices on cider or vinegar barrels.

Spaulding & Stout, Box 443, Taylorville, Ill., desires prices on two hundred 50-gallon and seventy-five 25-gallon new or second-hand whiskey barrels. Quotations f. o. b. St. Louis.

George T. Billard, Cutchoque, L. I., wishes to secure prices on barrels for fruit juices.

H. Friend, R. R. 4, Box 410, Lexington, Okla., wishes prices on new or second-hand whiskey barrels.

John M. Zwaschka, Auburndale, Wis., desires to get in touch with manufacturers of kegs suitable for fruit juices.

Ed. Harrison, 300 East 20th Street, Chester, Pa., desires to get in touch with manufacturers of 1, 2 and 3 gallon kegs.

American Cooperage Co., 11th and Fayette Streets, Highlandtown, Baltimore, Md., are in the market for 1,000 turpentine barrels (second-hand).

N. A. Wade, Killingly, Conn., wishes to secure prices on cider barrels.

F. Schwalb's Cooperage, 36 Garden Street, Brooklyn, N. Y., is in the market for the following material: 34 x ¾-inch K. D. J. & B. staves, red oak, white oak, sap clear, fir, ash and gum. 36 x ¾-inch gum; also 20¼-inch, 20½-inch, 20¾-inch, 21-inch and 22-inch heading, ⅛-inch or ¾-inch thick, circled, doweled and flag; 30-inch half barrel staves and 16½-inch and 17½-inch heading in the grades mentioned above.

C. A. Woolsey, Paint and Color Co., Grand Merseles and Colden Streets, Jersey City, N. J., are interested in white oak barrels, 28 to 30 gallons.

Central Oil and Grease Company, South Williamsport, Pa., desire prices on barrels for shipping oil.

American Cooperage Co., 11th and Fayette Streets, Baltimore, Md., are in the market for 5, 10 and 15 gallon red oak, white oak and wine kegs, carloads.

E. Addington, Rexton, Mich., wishes prices on hardwood kegs, 5, 10, 15 and 20 gallons capacity.

### Trade Opportunities—Slack

Wm. N. DeRosier, 44 Pratt Street, Bristol, Conn., desires prices on apple barrels in lots of 10, 25 and 300.

Schmiedt Milling Co., Tripp, S. D., desires to secure prices on flour barrels, whole and half.

Earl K. Bosworth, Bardwell's Ferry, Mass., desires prices on apple barrels in lots of over 500.

John M. Zwaschka, Auburndale, Wis., wishes to get in touch with manufacturers of apple barrels.

F. G. Charles, care Ohio State University, Department of Horticulture, Columbus, Ohio, desires prices on apple barrels.

W. J. Welday, Smithfield, Ohio, is in the market for 100 standard barrels.

Fred A. Haussmann, 722 Dodd Street, West Hoboken, N. J., desires prices on apple barrels for delivery in the Hudson River Valley.

## THE MISSOURI PACIFIC ANNOUNCES RATE REDUCTIONS

The Missouri Pacific Railroad has announced according to the Southern Hardwood Traffic Association, reductions in rates from points on its own lines and connections in Arkansas to Gulfport, Miss., for export, effective August 14, 1921 The new rates will be the same as present rates to Mobile and will represent a reduction of 7 to 12 cents per hundred pounds.

The Southern Hardwood Traffic Association also announces that it has filed formal application with the southwestern lines seeking reductions in rates on forest products from points in southwestern territory as a whole, to upper Ohio River crossings, including Cincinnati, Evansville and Louisville groups, 2½ to 9½c. per hundred pounds. It states, in this connection, that "it anticipates that it will be able to secure some satisfactory adjustment in these rates."

## COMPLAIN OF STAVE RATES

A protest against the present rates on staves for export from Sipsey and several other points in central and north Alabama to Mobile, has been filed with the Alabama Public Service Commission by the traffic bureau of the Mobile, Ala., Chamber of Commerce. The bureau wants the State rate applied on these shipments, while at present the interstate rate is being charged. It is claimed that the rate from Sipsey to Savannah, Ga., a much greater distance than from Sipsey to Mobile, is the same as the Mobile charges.

## MAY LOWER STAVE RATES

Rates on shipments of staves and heading from Memphis, Tenn., and group E points to certain California points will likely be lowered from $1.06½ to 75 cents per 100 pounds at the next regular meeting of the Transcontinental Rate Bureau, according to recent announcement of a Memphis railway official. Recommendations for lowering these rates have been made to the bureau.

## FORWARDING CATALOGUES TO BRAZIL

Commercial Attaché W. L. Schurz, of Rio de Janeiro, recommends that American manufacturers should discontinue sending heavy catalogues to South America by parcel post. Such publications should be sent by express, or by any other means available. A large number of packages sent by parcel post are piled up in the custom-house at Rio de Janeiro, and it requires so much time and expense to get a package out of the parcel post section of the customs that many persons prefer to leave their packages unclaimed.

Fire at Franklin, Ky., recently, destroyed the Redmond Liner Co. plant, manufacturers of staves, liners, barrels, heads hogsheads etc. The loss was $30,000, partly insured.



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J. D. HOLLINGSHEAD CO. 208 S. LA SALLE STREET CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

## BUFFALO COOPERAGE TRADE

The most favorable feature of the slack cooperage market is that prices have been holding somewhat firmer during the past month. They have had a sagging tendency for so long that coopers have been afraid to buy, but if the present steadiness keeps up they will probably gain confidence. There is not much buying in the flour-barrel trade. As orders for flour in wood are not numerous and other lines, including sugar, salt and cement, are feeling the effects of the business depression.

### The Stock Market

About the only changes which have occurred in the prices of material during the past month are in staves, which in some cases are 25c. to 50c. lower. The market is not on any settled basis, however, and some of the mills are disposed to make concessions to move stock promptly. Quotations f. o. b. Buffalo are now about as follows:

| | |
|---|---|
| No. 1, 30-inch elm staves | $12.00 to $12.50 |
| No. 2, 30-inch elm staves | 9.00 to 9.50 |
| No. 1, 30-inch gum staves | 11.75 to 12.25 |
| No. 1, 28½-inch elm staves | 12.75 to 13.25 |
| No. 1, 28½-inch gum staves | 12.25 to 12.75 |
| No. 2, 28½-inch gum staves | 8.75 to 9.25 |
| Mill run, 28½-inch gum staves, fruit | 9.75 to 10.25 |
| Six-foot hoops; six-foot-nine hoops | 13.00 to 14.00 |
| No. 1, 9⅛ basswood heading | 12½c to 13c |
| No. 1, 19¼-inch gum heading | 12c to 12½c |
| No. 1, 17¼-inch basswood heading | 11½c to 12c |
| No. 1, 17⅛-inch gum heading | 10½c to 11c |

### Apples Are Bringing a Good Price

Reports from the western New York apple section state that the yield will probably not be more than 25 to 30 per cent. This is a great disappointment to the growers, but such as have apples are expecting to get a good price for them. An East Albion farmer has sold his apple crop for $3.50 per barrel, tree-run, without barrels, and that is a good indication that the prices are going to be high. Some of the best apples may bring as high as $4.50 to $5 per barrel. One reason for this is that the apple crop all over the country is said to be short this year. An abnormally long heated spell was the cause of a large drop from the trees during July.

### Apple Barrel Prices Are Reasonable

Barrels in the apple trade are bringing about 50 cents, which is a reasonable price, as compared with a year ago. Some of the coopers who bought at the high stock prices of early in the season may need to get more than 50 cents, however, to come out even, and even at that will lose money this year. With a small apple crop there is always a good deal of competition among coopers, so some shading of the 50 cent price may be done.

### Eastern Apple Man Does Not Advertise Enough

Western New York has attained the dignity of a write-up in Harper's Magazine for August. The apples of this favored region are not overlooked. The writer, Edward Hungerford, says: "We have heard a good deal in recent years about the apples of Oregon and Washington. The western New York growers must be modest men, indeed, for the fact remains that from three comparatively small railroad stations just northwest of Rochester enough apples are shipped in the course of an average year to more than equal the entire annual output of those two noisily prolific States of the Northwest put together. These are but three; there are fully a hundred whose canneries and storage warehouses bespeak the fullness of the fruit of those selfsame widespread orchards."

### The Grape Crop Will Prove Profitable

Tight-barrel cooperage shops have not had much business to keep them going lately, but better times are anticipated. In the grape sections, including Chautauqua County, the season is about opening. Grapes are scarce this year and will bring from $150 to $200 a ton. The poorest quality of grapes finds a ready market among people who desire to make their own beverages, and even the humble and formerly unpopular dandelion is not despised.

### Business Briefs for the Buffalo Trade

Jackson & Tindle report that cooperage demand is not active, but they look for a fair apple-barrel business later. Apples will bring a good price, which should allow extensive use of barrels.

H. T. Pennypacker has been enjoying a short vacation at the plant of the Quaker City Cooperage Co., which in the meantime has been in charge of Treasurer George E. Barrett. Flour-barrel trade is said to be quiet.

W. G. Pennypacker, Jr., finds a little more satisfactory outlook in the slack cooperage market, though the demand is not on an active basis. Prices are stated to be firmer than a month ago.

Robert Sterrett, who was in the cooperage business at Lockport, N. Y., for many years, succeeding his father in the trade, died in the Buffalo General Hospital on August 10th after an operation. He was in his 73d year and leaves a widow, son and daughter and several grandchildren. The funeral was under Masonic auspices.

William H. Bennett, who was in the cooperage business for forty years, died at his home in Eagle Harbor, Orleans County, July 22d, in his 89th year. He was prominent in the business and religious affairs of his town and was a member of the Wesleyan Church. He was born in England, but settled in Eagle Harbor when 21 years old.

## ATLANTIC REFINING CO. HAS $1,000,000 FIRE

An explosion that shook South Philadelphia and broke windows in parts of West Philadelphia occurred in the plant of the Atlantic Refining Company at Point Breeze at 12.35 o'clock Sunday, August 14th, developing into a terrific fire that lasted throughout two days and in which conflagration six lives were lost and many persons were injured.

The fire turned two acres of the 700-acre plant into a seething sea of flames that defied all the municipal fire-fighting apparatus south of Market Street and the refining company's fire fighters as well. There was little to do at the outbreak but prevent the fire from spreading as the hundreds of thousands of gallons of oil were consumed by the flames.

The fire was still burning fiercely at an early hour Monday, August 15th, but the danger of it spreading was believed to have passed, although according to expectation the fire smouldered several days before burning itself out.

The loss will be nearly $1,000,000, according to the company's own figures.

Fire on August 8th destroyed a warehouse in Louisville belonging to Young Brothers' Cooperage Co., the loss being $32,000 for stock and contents. The loss on building was $6,000. The building had been leased to a metal specialty house.

## SUDDEN DEATH OF W. H. HARRISON

Suddenly and almost without warning, Mr. W. H. Harrison, one of the founders of the Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo., and father of Mr. C. L. Harrison, present secretary of the company, passed away at his home in that city August 3d. When Mr. Harrison came down to breakfast on the morning of the 3d, he complained to his son, Arthur, that his right arm pained him and that he also had a slight pain in his breast. A few minutes later, after seating himself at the breakfast table, and finding that the use of his arm was somewhat impaired, he arose, saying that he would walk around for a minute or two until he felt better. He walked into an adjoining room and in a very short time his sons, Arthur and Robert, heard him gasping. They went to him and immediately summoned a physician, but the end came before medical aid could arrive.

For more than a fifth of a century W. H. Harrison has been recognized as one of the leading business men of his section of the State. Born in Columbus, Ohio, January 17, 1848, he located in Missouri in 1899 and in 1902, when the Himmelberger-Harrison Lumber Co., of Cape Girardeau was organized. Mr. Harrison was elected vice-president and treasurer, which position he maintained until a few months ago, when he retired to give more attention to his other interests.

In September, 1907, when the Cape Girardeau Portland Cement Company was organized and incorporated, Mr. Harrison was made president of the company and this position he still retained at the time of his death. He was also president of the Harrison Co., which was organized a few months ago, as well as president of the Bank of Morehouse, director of the Southeast Trust Co., and a director of the National Portland Cement Association. Not only his State but his country has profited by the life of Mr. Harrison, as he was only 13 years of age when the Civil War started, but before it was over he had joined the Union forces from his State and was a member of Co. H, 133d Regiment, of the National Guards of Ohio. He was taken prisoner during the conflict and the confinement impaired his health to such an extent that shortly after his release he was honorably discharged from the service on Dec. 15, 1864. The late war also found him actively engaged in all kinds of work.

Besides his immediate family, among which is numbered Mr. C. L. Harrison, so well and favorably known throughout the cooperage trade, Mr. Harrison is survived by two sisters, Miss Virginia Harrison, who lives in California, but who at present is at the Harrison cottage at Portage Lake, Mich., and Mrs. Leisk, whose home is in Hollywood, Calif., to each and all of whom sincerest sympathy is extended in the bereavement that has come to them and in the loss they have sustained.

## GRAPE PRICE $200 A TON

Report from Marlton, N. J., under date of August 15th, says secret buyers have run the price of South Jersey grapes up to $200 a ton. Who these buyers are, farmers say they do not know and the fact that the grapes are usually carted away at night in trucks with the owner's name obscured, has increased the mystery. Police officials say they have their suspicions, although there is as yet nothing tangible on which to act.

The increased consumption of unfermented grape juice boosted the price of vineyard fruit at the beginning of the season. It is the mysterious buyers, however, who have added the last $50 to the ton price of fresh grapes and these buyers are said to be active in all the grape-growing sections of Burlington, Gloucester and Atlantic Counties.

QUALITY — SERVICE

# W. K. NOBLE

(Established 1887)

*Manufactures*

***Coiled Elm Hoops***
***Headliners***
***Staves and Heading***

*For SLACK BARRELS and KEGS*

Also can furnish material for ⟶ ***Veneer Baskets Complete***

WE want all users of this class of stock to write for prices — can furnish in full or matched cars. Our mills are located in Michigan, Ohio, Indiana and the southwest.

We also manufacture a full and complete line of MACHINERY for the manufacture of coiled elm hoops, staves and heading; also Machinery for Tight Cooperage Stock.

We also furnish complete outfits for rebuilt machinery for above purposes. *Also* BOILERS, ENGINES, Etc.

As a *By-Product* we manufacture the BEST POULTRY CRATE on the market —:— See cut below.

WRITE FOR PRICES AND SIZES

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**FORT WAYNE, IND.**

## STATE FORESTRY LEGISLATION

Probably never in the history of this country has there been such marked interest in forest preservation by State legislators as at the present time, report officers of the Forest Service, United States Department of Agriculture. No less than 33 States have now provided for some sort of forestry activities, and 25 of these share in the Federal co-operative forest protection fund, allotted to States maintaining an effective fire detection and suppression system. Two others have applied recently for such assistance. Public backing of the movement to preserve the remaining forests from destruction by fire, and to put idle forest lands to work growing trees, is becoming widespread, and the effects of the popular demand for action is shown clearly in the State laws passed this year.

### Pennsylvania, Under Gifford Pinchot, Leads in Forest Activities

Pennsylvania, under the direction of Gifford Pinchot, the new Commissioner of Forestry, leads all States in forest activities. The biennial appropriation passed by the Legislature and approved by the Governor, carried $1,870,000, an increase of $863,300 over the appropriation of 1919; $1,000,000 of the total is for fire protection. The Legislature also passed an act empowering the Federal Government to acquire lands on the watersheds of navigable streams within the State, by purchase or condemnation, and to control and regulate such reserves.

The Minnesota Legislature was more generous with the State Forestry Board than ever before. A total of $275,500 for general forestry work was appropriated for the next two years, of which $125,000 a year is for the fire protection. The last named sum was augmented by an additional allotment of $44,000 from the State Board of Relief. For the equipment of a flying field near the Twin Cities, $45,000 was voted. This provision was to meet the offer of the Federal Government to furnish the service of 12 planes if the necessary hangars and flying field were provided. While the primary purpose of this agreement is to supply aerial mail communication, the planes will be able also to render effective service in "spotting" forest fires.

In California, where there has been much favorable sentiment toward forestry for many years, the Legislature voted a substantial increase in appropriation for the State Board of Forestry, for the biennial period beginning July 1. For the prevention and suppression of fires $75,000 was appropriated; for general administration, $27,000; for a study of watershed areas, $10,000, and to establish and maintain State forest nurseries, $35,000. The Legislature also voted $300,000 for the purchase of redwood timberland for park purposes along the State Highway in Mendocino and Humboldt Counties, the area to be administered by the State Board of Forestry. Other important State forestry legislation passed this year was as follows:

Bills for the compulsory teaching of fire prevention in public schools were passed by California, Rhode Island and West Virginia. A similar measure was passed by the New York Legislature but vetoed by the Governor. New Jersey already has such a law.

Maine increased the annual tax on land within the forestry district from 1¾ to 2¼ mills on the dollar, the taxes thus collected to be used exclusively for protection from fire of the forests within the district; provided for the creation and management of State forests, acquired by purchase or gift, by the State Forester; adopted improved means for controlling the disposal of lumbering slash, and the encouragement of timberland owners to practice forestry on their lands through a concession in taxation.

Ohio passed a forest-fire law and appropriated $5,000 a year for two years for the prevention and suppression of fires; also made an appropriation for the purchase of lands for State forests.

Tennessee passed a general forestry bill and appropriated $10,000 for fire protection and $7,500 for general forestry purposes.

North Carolina increased the State appropriation for forest protection from $3,800 to $9,000.

In Louisiana provision for State control of all natural resources, including forests, was provided for by Constitutional Convention held early this year.

In New Hampshire provisions were made for leaving seed trees on cut-over pine lands, for redistricting of the State for forest-fire purposes, and for compulsory forest fire-patrol on large timberland holdings.

Connecticut provided for reorganizing the State forestry administration and protection work, and for more liberal appropriations.

Several of the other State Legislatures have also had forestry questions under consideration, which have made for progress, even where, as in Florida, no definite legislative enactment took place.

The Georgia Legislature, now in session, has before it a bill providing for the appointment of a board to investigate the forest conditions of the State and to report legislation necessary to solve the forest problems. In order to arouse public interest in this important movement, a meeting of the Southern Forestry Congress was held in Atlanta during the latter part of June, and attended by over 150 prominent men representing the most active forestry interests in the Eastern and Southern States. At this conference it was shown that the lumber cut of Georgia has decreased 33 1-3 per cent. in the past ten years, while the production of turpentine and rosin has fallen off 75 per cent. In the opinion of foresters it will be only a few years before Georgia will take a place with the Carolinas as an insignificant producer of naval stores.

In only one State, West Virginia, was the forestry situation given anything like a setback. In that State, in reorganizing the forest, game and fish department, forestry was at first entirely eliminated and then, just before passage, an optional provision was included in the fish and game bill, by which the new commission can, if it wishes, expend not to exceed a fourth of its appropriations for forest protection.

## A NEW ATTITUDE IS NEEDED TOWARD REFORESTRATION

Forest lands in private ownership present the need for a new conception of property rights in their relation to the public interests. They belong in a sense in the class of public utilities operated on a basis equitable to the owner, but serving the common welfare. The problem of reforestration is serious, recently pointed out Col. W. B. Greeley, chief of the Forest Service, United States Department of Agriculture.

The manufactures of the United States which use wood as their raw material represent one of the most characteristic and successful developments of American business. They include 53 classifications of manufactured products, ranging from sash doors to tobacco pipes. The list embraces furniture, veneers, wooden containers, handles and turned products, agricultural implements, wagons, parts of automobiles and trucks, products which represent an enormous volume of invested capital. Such manufactures consume from 22,000,000,000 to 25,000,000,000 feet of timber annually, which is over four times the total consumption of timber in France for all purposes. Our failure to produce by means of reforestration the raw material on which these industries depend threatens the curtailment and disappearance of these great industries.

There is another phase of this problem which the progressive business man will not overlook. In numerous rural districts farm crops will not grow but trees will. New Hampshire is a good illustration, since a recent survey shows that 34 per cent. of the land area of that State at one time in cultivation has been abandoned for farming purposes. The maintenance of many rural industries and thriving communities depends upon the reforestration of large areas of land which are not suitable for cultivation.

Startling cases of economic and social decline in rural sections have occurred where no productive industry has followed lumbering. Reforestration, widely and generally brought about, is not only the answer to the problem of future timber supply for manufacturers; it will restore a productive industry to many rural districts which would otherwise be without one. It will build up our national strength at the bottom by utilizing the productive energies of Mother Earth.

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## MARKET FOR CEMENT-MAKING MACHINERY IN SOUTH AFRICA

American manufacturers of cement-making machinery should be watching developments in the Union of South Africa and Portugese East Africa, writes Trade Commissioner P. J. Stevenson, Johannesburg. Mr. Stevenson states that imported cement sells for 40s. per cask, while the domestic product is sold for 6s. 3d. per bag, of which two are equal to a cask.

## NEW FOREST EXPERIMENT STATION TO BE OPENED IN APPALACHIANS

A new forest experiment station, the first in the Eastern States, will be established at Ashville, N. C., shortly after July 1 by the Forest Service of the United States Department of Agriculture. Steady depletion of the Southern Appalachian timber supply has been responsible for the location of this station in the East, and the object of the work to be conducted will be to secure the information needed by foresters to determine the best methods of handling forest lands in the Southern mountains.

For many years the United States has depended for a large part of its hardwood timber products on North Carolina, Virginia, West Virginia, Kentucky, Tennessee, Alabama, Georgia and South Carolina, states the Forest Service. The crest of hardwood production in this region, with a cut of approximately four billion feet, was reached in 1909. By 1918 the production had fallen off nearly 60 per cent., in the face of rising lumber prices and increasing demands. There is every reason to expect the same trend to continue, owing to the steady decrease in timber supplies. This involves one of our most important hardwood forest regions and many important dependent wood-using industries, including railroads.

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WANTED—Cypress staves and heading for making 35 and 55 gallon cypress syrup and honey barrels. Want quotations on straight and mixed car lot delivered Jacksonville, Apalachicola and Tampa, Fla. Address "CYPRESS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Several cars of eighteen to thirty-inch red and white oak cut-off staves and twelve to eight-inch red and white oak cut-off heading. Quote price delivered Louisville. LOUISVILLE COOPERAGE CO., 29th and Broadway, Louisville, Ky.

WANTED—To purchase two or three thousand ash or hickory hoops twelve feet long. Quote price. Address HENRY A. THORNDIKE, Box 43, Newport, R. I.

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Pensacola Cooperage Co., Pensacola, Fla. ....26
Wright Barrel and Export Co., Jacksonville, Fla. ....26
Hirsch Cooperage Co., Houston, Tex. ....6

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J. C. Pennoyer Co., Chicago, Ill. ....5
J. D. Hollingshead Co., Chicago, Ill. ....23
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. ....18
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Struthers-Ziegler Cooperage Co., Detroit, Mich. ....18
Standard Hoop Co., Bay City, Mich. ....27
W. A. Tschumy & Co., Norfolk, Va. ....29
The J. V. Walsh Co., Pittsburgh, Pa. ....27
E. Henning, Inc., Chicago, Ill. ....27
Powell Cooperage Co., Memphis, Tenn. ....7
Associated Cooperage Co., Inc., 150 Nassau St., New York ....6
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C. E. Murray, Decherd, Tenn. ....29
Richmond Mills, Augusta, Ga. ....25
Daniel W. Ryan, Inc., Chicago, Ill. ....27
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W. K. Noble, Fort Wayne, Ind. ....24
Stephen Jerry & Co., Brooklyn, N. Y. ....6
J. M. Peel & Bro., Lake Village, Ark. ....27

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C. L. Frantz, Seneca Falls, N. Y. ....29

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The Geo. W. Stanley Co., Belleville, Ill. ....29
Union Steel and Wire Co., Indianapolis, Ind. ....30

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E. Henning, Inc., Chicago, Ill. ....27
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Southern Cooperage Co., Inc., Claremont, Va. ....26
Wm. G. Pennypacker, Jr., Buffalo, N. Y. ....18
Struthers-Ziegler Cooperage Co., Detroit, Mich. ....18
Arkansas Hoop and Lumber Company, Wynne, Ark. ....25

**SLACK BARREL MAKERS AND BARREL STOCK**
J. D. Hollingshead Co., Chicago, Ill. ....23
N. & H. O'Donnell Cooperage Co., Phila. and New York ....28
C. Heidt & Son, Jersey City, N. J. ....26
Pensacola Cooperage Co., Pensacola, Fla. ....26
Henry Siemon & Sone, 2219 N. Second St., Phila. ....24

**STEEL HOOPS**
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Hanlon-Gregory Co., Pittsburgh, Pa. ....29
J. D. Hollingshead Co., Chicago, Ill. ....23
E. Henning, Inc., Chicago, Ill. ....27
Union Steel and Wire Co., Indianapolis, Ind. ....29

**WIRE HOOPS**
American Steel and Wire Co., Chicago-New York ....29
J. D. Hollingshead Co., Chicago, Ill. ....23
E. Henning, Inc., Chicago, Ill. ....27
Union Steel and Wire Co., Indianapolis, Ind. ....29

**SECOND-HAND BARRELS**
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Empire Barrel Co., Detroit, Mich. ....24
Layton Cooperage Co., Portland, Ore. ....24
South Barrel Exchange, Pittsburgh, Pa. ....25
American Barrel Company, Salem, Mass. ....27
S. Klausner & Sons, Cleveland, Ohio ....24
Bruce T. Warring, Washington, D. C. ....24
Hugh O'Donnell, Meadow & Snyder Aves., Phila. Pa. ....3
P. H. King, Delaware & Snyder Aves., Phila. Pa. ....3
Philapen Cooperage, Tasker St. Wharf, Phila. Pa. ....24
George W. Stone, Jr. & Sons, 1234 7th St., Wash., D. C. ....24

**STOCK BUYERS**
J. D. Hollingshead Co., Chicago, Ill. ....23
B. C. Sheahan Co., Chicago, Ill. ....6
James Webster & Bro. Ltd., Liverpool, England ....27
Swift & Co., South St. Joseph, Mo. ....25
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American Barrel Company, Salem, Mass. ....27
Henry Siemon & Sons, 2219 N. Second St., Phila. ....24
Hugh O'Donnell, Meadow & Snyder Aves., Phila. Pa. ....3
P. H. King, Delaware & Snyder Aves., Phila. Pa. ....24

**EXPORTERS**
Lucas E. Moore Stave Co., New Orleans and New York ....5
J. D. Hollingshead Co., Chicago, Ill. ....23
Pekin Cooperage Co., 25 Broadway, New York ....28
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Hirsch Cooperage Co., New York and Houston, Tex. ....6
Arkadelphia Milling Co., Arkadelphia, Ark. ....29
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**MACHINE KNIVES AND SAWS**
The Peter Gerlach Co., Cleveland, Ohio ....30
J. D. Hollingshead Co., Chicago, Ill. ....23



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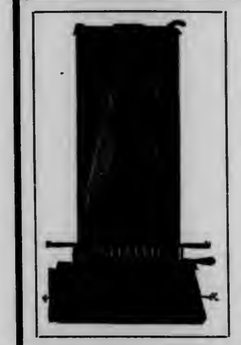

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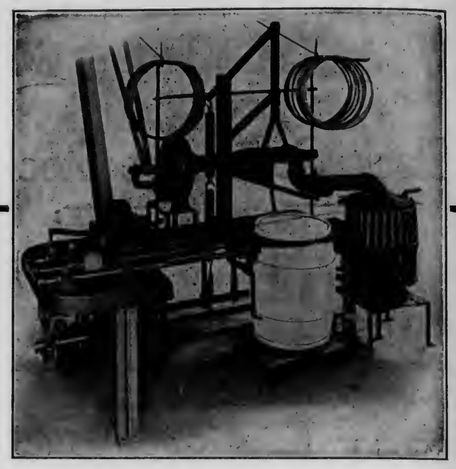

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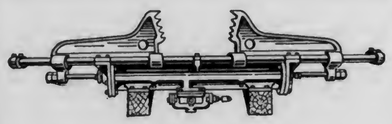

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*NET PRICES*

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|---|---|---|---|---|
| $15.30 | $14.90 | $12.55 | $11.60 | $10.45 |

**Basket Nails**

| 5/8" | 3/4" | 7/8" | 1" | 1 1/8" | 1 1/4" |
|---|---|---|---|---|---|
| $12.00 | $11.75 | $11.50 | $11.25 | $11.00 | $10.50 |

1½" and larger $10.00

**Cooper's Hoop Nails**

| 5/8" | 3/4" | 7/8" | 1" | 1 1/8" | 1 1/4" |
|---|---|---|---|---|---|
| $10.75 | $10.60 | $10.40 | $10.25 | $10.00 | $9.90 |

1½" and larger $9.75

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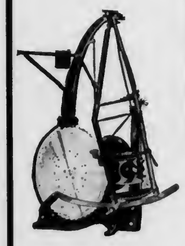

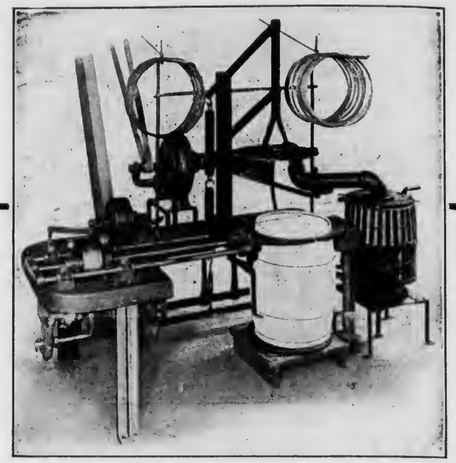

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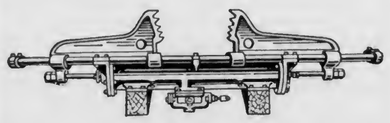

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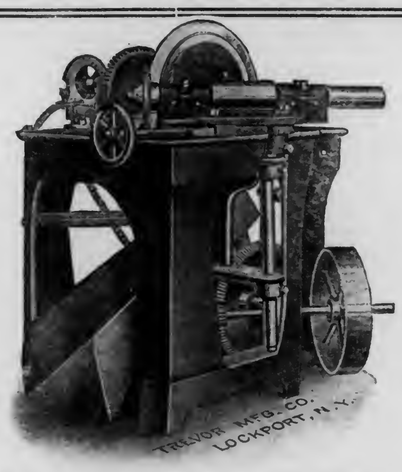


THE LATEST IMPROVED TREVOR HEADING TURNER

## We Claim

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VOL. XXXVII — Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. — Philadelphia, October, 1921 — Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. — No. 6



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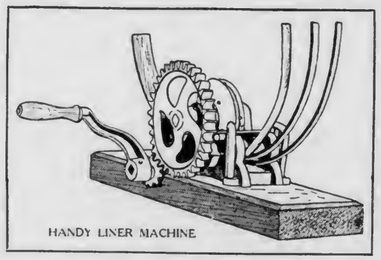

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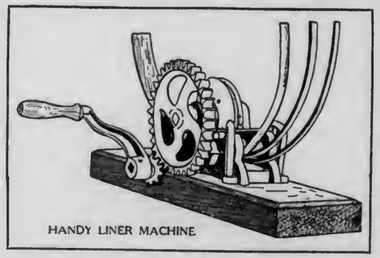

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THE HYNSON COMPANY St. Louis, U.S.A.
SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

*Largest Exclusively Coopers' Tool and Supply House in the World*
*If it comes from HYNSON you know it's right.*

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."


INTENTIONAL SECOND EXPOSURE

# CANADA BARRELS AND KEGS, LIMITED

(*Successors to* THE CHARLES MUELLER CO., LTD.)

*MANUFACTURERS OF*

## All Kinds and Sizes of Tight Kegs

FROM 5 TO 60 GALLONS

We make kegs for all purposes. Let us know your requirements

Canada's Largest Tight Cooperage
Daily Plant Capacity 1,800 to
2,000 packages

WATERLOO
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*QUALITY*
*SERVICE*
*SATISFACTION*

# WARRIOR HEADS

means PINE HEADING
properly made from
Southern Pine by men
who know how

## Powell Cooperage Co.

*Cooperage Stock*

MEMPHIS :: TENNESSEE

*Any size Heading from 12 inches to 24 inches*



FRANKLIN SERVICE

# PREPARE FOR BIG BUSINESS

Adopt our plan by regularly listing your offerings here. Some fellows are going about with a mourning sign on their faces, bemoaning the fact that no orders are coming in. We don't wait for them to come—WE GO GET THEM.

The dawn of a new era of prosperity is just about to break. Will you be properly represented? Avail yourself of our service and be convinced.

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| *BOLTS* | *FASTENERS* | *NAILS* |
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| *DOWELS* | *LINERS* | *GLUE* |

MACHINERY—HEADING—RIVETS

## Franklin Brokerage Company, Inc.

*A National Cooperage Clearing House*

603 Chestnut Street : PHILADELPHIA, PENNA.

*"Our Product is Manufactured Up to a Standard, not Down to a Price"*

# Hugh O'Donnell

Meadow and Snyder Avenues
PHILADELPHIA

## TIGHT BARRELS

NEW AND SECOND-HAND

**We are in the market for 2,000 200-lb. Galvanized Iron Pork Half-Barrels, double head; 2,000 Lubricating Oil Half-Barrels; 1,000 Spirits; 15,000 Glucose; 1,000 Turpentine. These packages must be sound and of No. 1 grade. Rush quotations f. o. b. Philadelphia.**







# WM. G. PENNYPACKER, JR.

## Staves—Heading—Hoops, Etc.

Specialist in GUM HEADING AND GUM STAVES

Write To-day for Prices :: ADDRESS ALL COMMUNICATIONS TO BUFFALO, N. Y.



FORTY YEARS IN THE BUSINESS

# Wm. H. Coleman Co.

## Jackson, Tennessee

MANUFACTURERS OF

## TIGHT BARREL CIRCLED HEADING

Red Oak, White Oak and Ash

*from 9" to 23" in diameter*
*of the best quality*

Write us when in the Market



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## Tight Barrels and Shooks

Domestic and Export



# THE W. M. DAVIS STAVE COMPANY

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OUR SPECIALTY

## COTTONWOOD STAVES

ALL KINDS OF SLACK STAVES, HEADING and HOOPS—STRAIGHT OR MIXED CARS

The "Davis Quality" of SLACK COOPERAGE STOCK is manufactured from the best selected timber by the most experienced workmen with the most up-to-date equipment, and in strict accordance with the Association Grade Rules and Specifications; therefore we supply PERFECT STOCK FOR PERFECT BARRELS and we are ready to handle promptly any size order, large or small.

*Quality — Service — Satisfaction*

## Myers Stave & Manufacturing Co.

PIGGOTT
ARKANSAS

Let us handle your orders—
We guarantee Quality—
Service—Satisfaction

Manufacturers of
TIGHT BARREL
STAVES
White Oak, Red Oak
Gum and Ash

## MT. OLIVE STAVE CO.

BATESVILLE, ARK.

MANUFACTURERS OF
Tight Barrel Staves *and* Heading
IN
WHITE OAK, RED OAK, GUM and ASH

PROMPT SHIPMENT CLOSE INSPECTION QUALITY

## Cooperage Stock & Barrel Shooks

Cooperage Machinery

B. C. SHEAHAN CO.
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*Quality Stock is Our Guarantee!*
*If you make High Grade Barrels, you must have High Grade Stock*

A. L. HAYES COMPANY
MANUFACTURERS OF
Tight Barrel Staves and
Circled Heading
NASHVILLE -:- TENNESSEE

## W. A. TSCHUMY & CO.

MANUFACTURERS OF
*All kinds of*
Slack Cooperage Stock
*OUR SPECIALTIES*
GUM APPLE BARREL STOCK
PINE TRUCK BARREL STOCK
VIRGINIA STOCK HAS A REPUTATION
OUR GRADE UPHOLDS IT
NORFOLK -:- VIRGINIA

## ALABAMA PINE HEADING

Any size up to 24 inches. Any thickness up to ¾ inch. Square or Bevel Edge.

GUM, COTTONWOOD, PINE STAVES
AND COILED ELM HOOPS

Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.

C. E. MURRAY :: Decherd, Tenn.

## SKUSE'S COOPERAGE ROCHESTER New York

Manufacturer of and Dealer in
Staves
Heading
Hoops
For all kinds of Slack Barrels

ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.

Address, SKUSE'S COOPERAGE
Corner Finney and Davis Streets
ROCHESTER, NEW YORK

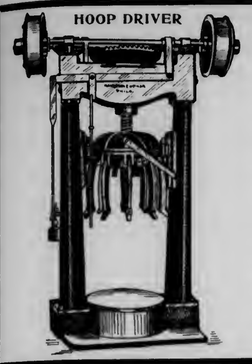
## HIRSCH COOPERAGE CO.

HOUSTON, TEXAS
MANUFACTURERS OF
Tight Barrels and Shooks
Staves and Heading
EXPORT AND DOMESTIC
*Specializing on Barrels for Petroleum Oils, Cotton Seed Oil, and Packing House Products*
"SINCE 1890" Capacity, 2500 Packages Daily








HOOP DRIVER

## WEIMAR ENGINEERING WORKS

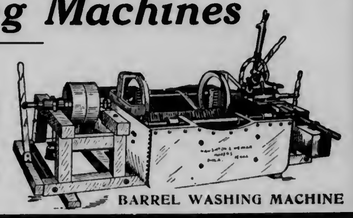
*BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines*

Special Machines Built to Order

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

*Let us know your requirements*

WESTMORELAND and JASPER STREETS
PHILADELPHIA, PA.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## C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF
Staves, Hoops
Heading
and
COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS
141 Broadway, New York
Washington Life Building

## CROZED STAVES

A JOY TO THE COOPER
SATISFACTION FOR THE CONSUMER
ECONOMY FOR THE MANUFACTURER
*PUTTING BARRELS BACK ON THE MAP*

OUR BOYNE CITY PLANT IS UP-TO-DATE
OUR TIMBER IS MICHIGAN'S BEST HARDWOOD
PLANT AND HELP ARE EFFICIENT
OUR CREED—*"QUALITY"—"SERVICE,"* AND *"GOOD BARRELS"*

CROZED STAVE CORPORATION
GRAND RAPIDS, MICH., U. S. A.

AMERICAN WIRE HOOPS

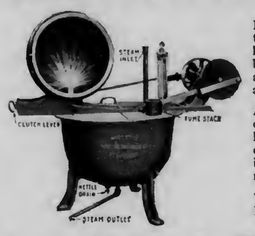
TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

SEND FOR FREE SAMPLES AND CATALOGUE

American Steel & Wire Company
CHICAGO—NEW YORK

## CLEVELAND SPRAYING MACHINES




For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. ***Capacity*** as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

Eureka Machine Co. 2605 VEGA AVENUE Cleveland, O.

**Struthers-Ziegler Cooperage Co.**

**SLACK BARREL MATERIAL**

1104 BOOK BLDG. **DETROIT,** MICHIGAN

Since 1875 Manufacturers of

**High-Grade Apple Barrel Stock**

STRAIGHT AND MATCHED CARS

**BOLZ COOPERAGE CORPORATION**

MILLS IN
MISSOURI, ARKANSAS
LOUISIANA AND ALABAMA

1026 Title Guaranty Building
SAINT LOUIS, MO.

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

**A POPULAR BUYING TRAIT**

Nowadays everybody who has any orders to place, not only **expects** superior quality stock, but **demands** it!

We are prepared, as heretofore, to fully satisfy this popular demand for extra good quality as applied to slack barrel heading.

Buy the old reliable "Bone-Dry" brand, and be sure of getting one hundred per-cent value for every dollar.

BONE DRY — TRADE MARK REGISTERED

**HIMMELBERGER-HARRISON LUMBER CO.**

SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

ESTABLISHED 1904

**LOUISVILLE COOPERAGE COMPANY, Inc.**

MANUFACTURERS OF

**TIGHT BARRELS, KEGS and SHOOKS**

FROM FIVE TO SIXTY GALLON CAPACITY, FOR DOMESTIC AND FOREIGN TRADE

Made from Red Oak, White Oak and Gum, our packages are A-1 QUALITY, being suitable for Oil, Lard, Kraut, Cider, Vinegar, Wine, Alcohol and All Kinds of Chemicals.

**WE ALSO MANUFACTURE TIGHT STAVES AND CIRCLED HEADING**

Daily Capacity
1500 Barrels, 1000 Kegs and Half Barrels

*TRY OUR SERVICE—IT SATISFIES*

29th and Broadway, LOUISVILLE, KY.

STAVE AND HEADING MILLS
Bonita, La., Crowder, Miss., Viper, Ky.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

# The National Coopers' Journal

THIRTY-SEVENTH YEAR | PHILADELPHIA, OCTOBER, 1921 | $2.00 PER YEAR VOL. XXXVII, No. 6

## New Orleans Reports High Price Stumpage Drawback Eliminated From Cooperage Trade Timber Cost Cut in Half

For several years the high price of stumpage was a drawback to the cooperage trade, but now the price of timber has been cut in half. High class stumpage, with convenient transportation, can now be had in Louisiana for $4 per thousand feet. If you are not particular as to location you can get it for less.

**Cooperage Stock Still Going to Africa**

The papers tell us so much about the abundance of high grade timber in the African jungles that they would tend to give us the impression that the world is about to be flooded with cheap stave timber from the Belgian Congo, but this is not likely to happen in our time. We are still shipping cooperage stock, in fair-sized lots, to Africa, to be used for palm oil and other products.

**Argentine Best Market for American Barrels**

Argentine should be the best market in the world for American barrels, but as yet it is one of the poorest. The little lots that are shipped to that country from time to time are so small that they look like sample orders. Maybe if these samples prove to be all right they will send us some real business soon.

**Trinidad's Asphalt Trade Calls for American Staves and Heading**

Trinidad uses 1,607,000 American staves in the course of a year, with heading to match, all for asphalt. Business with Cuba has been very dull, but the Cubans are now figuring on their supplies for the winter.

**French Hand-Made vs. American Machine-Made Casks**

Spain is still taking American staves at the rate of 28,000,000 per annum, but, strange to say, when the Spaniard buys barrels and casks, whether completed or in the form of shooks, he usually makes his purchases from France, while the French usually have to come to us for the cooperage stock. That the French can beat us in the Spanish market would seem to indicate that the French hand coopers can turn out better packages than can the American machine cooper shops, but we do not believe this is the case. It may be that the French hand-made casks are better than those made by machinery in the Brooklyn cooper shop, or the shop of the Louisiana Cooperage & Mfg. Co., but they will have to show us before we will believe it. Just at this time we cannot understand how France can sell Spain 750,619 casks in one year, while the U. S. can sell only 21,406 in the same time.

**Plant Hoop Poles—Market Is Ready**

Portugal buys only a little more than half of her staves from the United States and buys her wooden hoops almost exclusively from Italy, Spain and the United Kingdom, where hoop-poles are a standard crop, and buys none from the United States, where the hoop pole is a natural product, not a cultivated one. Moral: Plant hoop poles. The market is ready for you.

**Foreign Trade An Outlet for Surplus**

British Guiana uses 908,767 and Kwan Tung uses 210,000 American staves in the course of one year. If you need a market you might look up those places on the map, find out where they are and how to reach them, and offer them your surplus.

**Mexican Refineries Offer Market for American Cooperage Stock and Barrels**

The business men of this country, as distinguished from the mere speculators, have long since made peace with Mexico, our southern neighbor, and are rapidly forming business connections with President Obregon's people. However, because of the many governmental demonstrations against Tampico, business has been held up long enough for the Germans to get in ahead of us in some lines. Still, as the Germans have no cooperage to sell, there are still some good openings for American coopers and stock men. Petroleum refiners in Louisiana are among the best buyers of cooperage stock, and it is hard to see how Mexican refiners can get along without barrels. They certainly need the stock.

**Keeping the Public Informed on the Wooden Barrel—The Perfect Package**

A recent issue of one of our city papers contained thirty-one advertisements that were illustrated with pictures of bags of the goods advertised. Thirty-one pictures of bags in the advertising columns of one paper, while the barrel was not even mentioned among the also rans. What is the big idea? Are advertisers ashamed of the fact that they sometimes ship their products in barrels, or have bag-makers subsidized the press? Neither. The cooperage men believe that they are so well known to their trade that they do not need to advertise. It is probably true that our cooperage friends are so well established that anyone who needs a barrel knows where to buy one without consulting the advertising columns, but it is a serious mistake to let the public forget that the barrel is the cleanest, best, most convenient and most durable package. If the consumers are not occasionally reminded of the importance of getting their goods in barrels they will forget to specify that their purchases must be shipped in barrels.

**Barrel Consumers—the Best Barrel Boosters**

It is pleasing to note that even if the coopers are inclined to be a little careless in the matter of advertising, there are others who have the merits of the barrel in mind. When in looking over the various trade papers we find pictures of the barrel that draw our attention to the merits of such varied products as grapes, olives, pickles, vinegar, paints, oils, varnishes, and even potatoes, we may feel pretty sure that the articles so advertised are of good quality, or the sellers would not put them in the best of packages. When you see a certain standard advertisement that runs in many papers, "A Roof in a Barrel," you may not know much about roofs, but you may be sure that this is a good roof, and you are favorably impressed.

**Ozark Cooperage and Lumber Co. Does Fine Sugar Barrel Boosting**

The best and briefest statement of the merits of the barrel is set forth by the Ozark Cooperage and Lumber Co., St. Louis, Mo., and New Orleans, La., in an advertisement in a sugar journal as follows:

"Barreled sugar does not deteriorate.

"Barreled sugar sells for a better price.

"Barreled sugar is easier to borrow money on."

The last merit is, perhaps, the most convincing of all. If sugar men dumped their products on the market during the grinding season the price would be demoralized. They are obliged to hold their sugar for some time, and if money must be had at once, it is much cheaper to pay interest on money than to engage in price cutting on sugar.

**Banks Have Declared Only on Barreled Sugar Can Loans Be Made**

Sugar is good, standard property when it is fresh and in good condition, but what will be its condition some months hence? That depends on the package used. The bank is the highest court to pass on this subject, and the banks have declared that the barrel is the best package, and they are reluctant to advance money on sugar that is not in barrels. In other packages sugar deteriorates, but in barrels it does not.

**As to Trade**

Conditions are getting back to normal, and business is improving rapidly—this according to the newspapers, but in the actual experience of daily life things are hot, dry and dull.

In the cotton belt things are lively enough, but around New Orleans in the late summer there is but little to keep us awake. Cooperage is dull, as is other lines of business, but no worse. We read of good business being done in the mills and shops in other sections, and are pleased to know that some of our friends have the courage of their convictions, but it would be contrary to nature for there to be any great activity in cooperage here at this time.

**Oil People Are Always in Need of Barrels**

The demand for barrels for oil and other petroleum products is good, but this is no news, for the oil people, in spite of the frequent slumps in their business, are always in need of packages.

**Cottonseed Oil Mills Are Again Active**

New crop cottonseed is now coming in, and the cotton oil mills, that have been closed down so long, are again active, with a brisk demand for cooperage. But this does not count, for it is always that way at this season.

**Large Trade in Syrup and Molasses Barrels**

Penick & Ford, the big syrup and molasses firm, used so many barrels in their own business that they have made cooperage an important branch of their enterprise and now supply quite a large trade with syrup and molasses barrels. Their business seems to go on, even when that of the old line coopers is dull.

**N. J. Long Moves to New Headquarters**

New Orleans is fast losing her old landmarks. One of the best known among those that have recently disappeared was the shop and office of N. J. Long. For over a quarter of a century Mr. Long has occupied the building at 208 South Peters Street, but he has recently signed a lease for the large three-story building at 115 North Front Street, and has transferred his headquarters there. This gives him more and better room, but it makes his old stand look lonesome.

### AMERICAN vs. GERMAN CEMENT IN BRAZIL

In a recent trade letter Assistant Trade Commissioner Bernard H. Noll, writing from Rio de Janeiro, Brazil, on the market for construction material in Brazil, said in part:

"Imports from the United States are at a disadvantage as a result of the unfavorable exchange and high freight rates. Much of the material used in construction is being manufactured in Brazil, but a great deal of the latter is of rather poor quality. The principal imports in this line include cement, window glass, paints and varnishes, bricks, iron and steel manufactures, and certain kinds of lumber.

"At present there is an improvement in the cement market as compared with a month ago. Considerable German cement is being brought in at very low prices. The German manufacturers quote direct from Germany c. i. f. 20 milreis per barrel, while American cement is quoted at 30 milreis and British at about 28 or 29 milreis. It should be noted that it is of considerable advantage to quote prices c. i. f. in milreis instead of in a fluctuating foreign currency. The above-mentioned prices are somewhat lower than a month ago, being due probably to the large imports at low prices from Germany and Belgium. The products of the latter country, however, have not made a very satisfactory impression due to poor quality. It is reported that one firm imported about 25,000 barrels of Germant cement and disposed of some of it at 120 days' credit and that another concern received 10,000 barrels from Germany. The result of these purchases is that cement is now moving slowly, with four or five German brands being advertised in the newspapers as available for immediate delivery.

### EXPORTS OF LUBRICATING OIL SHOW INCREASE

Writing in the Commerce Reports, a weekly survey of foreign trade, published by the Bureau of Foreign and Domestic Commerce, Henry C. Morris, chief of the Fuel Division, under date of September 26th, states that the exports of lubricating oil during September showed an increase over those of August. This is cheering news for the cooperage industry, inasmuch as the prosperity of a considerable portion of the tight branch of the trade is dependent upon a brisk movement in the export of heavy oils. Those of the industry along the seaboard who have kept in touch with the large oil exporting companies have been predicting an opening up of business in the late fall months, and present indications are that their expectations will be realized.

### NAVAL STORES EXPORTS SHOW GAIN

Naval stores exports from New Orleans are increasing. In the first half of 1921 New Orleans exported 73,550 barrels of rosin and 385,299 gallons of turpentine, as compared wtih 84,746 barrels and 98,413 gallons in 1918. England and Germany probably receive the bulk of the New Orleans exports.

### PUTTING IN TURPENTINE RETORTS

At DeFuniak, Fla., plans have been made for putting in a number of retorts for making turpentine and rosin from wood waste, the retorts to be located in various sections near DeFuniak. Dr. Winter and associates have already installed one plant near the industrial dairy.

# Louisville Reports Cooperage Plants Operating at Full Capacity. Both Tight and Slack Lines Show Increase in Volume of Business

Last month it was reported that business in the Louisville cooperage trade was better, and was showing slow but steady improvement. However, no one was really anticipating that business would reach a point where cooperage plants were operating at full capacity, and even considering the use of night shifts in keeping up with orders, but that is what has really happened. The big improvement has not been in any one line either, but has been general. The tight business has been heavier as a whole than the slack end of the trade, but both tight and slack manufacturers have been getting a nice volume, each and all being well satisfied.

**The One-Head Barrel**

There have been some peculiar demands in cooperage during the past few weeks. For instance, slack barrels have been moving with but one head for produce, shippers using a burlap cover, and barrel plants selling at three to five cents under the price of two head containers. There has also been a demand for one head tight barrels, in fact a good many such barrels are moving now. They may be used for fermenting something, and again, the buyers may use them to catch rain water, but everyone has a fairly good idea of what the ultimate use will be, even if the buyers do set forth some unusual purposes in purchasing one-head barrels when they tell the barrel manufacturer about it.

**Cider and Vinegar Barrels Moving Well**

Barrels have been moving especially well for packing cider, vinegar, etc., the trade demanding oil barrels parafined on the inside, using this cooperage in preference to higher priced spirit cooperage. As a result of small whiskey bottling and no large amount of good used cooperage at hand, demand for new cooperage for pickles, vinegar, cider, etc., has been much better than for some years past. The varnish trade is also quite active now, while the paint trade is better. Cottonseed oil packages will start moving shortly. Glucose and food product containers are also moving.

**Active Barrel Demand Will Soon Eat Up Surplus Stocks**

With plants operating at full capacity on kegs and barrels it is easily seen that business is active. However, while there is a heavy demand for containers, there appears to be but little interest shown in staves or heading. Many manufacturers of barrels have good stocks on hand and want to work them down to prevent any danger of damage before they can be used. As a result they are not buying much stock, or if they manufacture their own they are not cutting.

**Stock Manufacturers Still Cautious**

It is reported that a few stave and heading mills of the South are resuming operations. Some of the Louisville plants may start soon. However, J. N. White, of the Louisville Cooperage Co., reports that he is not operating at either his Kentucky or Louisiana mills, and doesn't plan to start until stocks of manufactured staves and heading are much lower.

**What the Future Holds**

One stave and heading manufacturer who has been down for some months and who had a fairly good stock of made-up stuff on hand when his mills closed down, recently reported that they had closed out every stick of stock on hand, taking a low price, but figuring that it was safer than to let the stuff go bad from worms. That appears to have been the attitude of many manufacturers, and, with the consuming plants figuring to work stock on hand very low before starting to buy again, indications are that stocks will be rather low, prices higher and demand keener a little later on.

**The Stock Market**

There has been some movement of cooperage stock, but it has been impossible this month to secure any close quotations on staves or heading of the tight variety It is said by one cooperage man that prices are firmer and that quotations of last month stand, as previously they were shaded These quotations showed white oak oil staves at $50 a thousand; red oak, $45; spirit, $100 Oil heading at 40 cents a set for white; 35c for red, and 25c. for gum, and spirit heading 62½c. Tight packages are higher all along the line, white oak oil barrels at $2.60a$2.75, as against $2.30 last month. Red oak oil barrels, $2.35a$2.50; spirit barrels, $4; gum barrels, $2.35; half barrels, white oak, $2.35; 5-gallon kegs, $1.35; 10-gallon kegs, $1.65; 15-gallon, $1.80; 20-gallon, $2. Red and mixed oak kegs are 20 cents each cheaper than white oak kegs.

Slack stock is about the same with No. 2 30-inch gum staves at $5a$5.50 a thousand; 28½-inch No. 2 gum, $5.50a$6; No. 1 30-inch staves, $13a$14; mill run, 28½-inch, $7a$8; 30-inch, $9a$10; 6-foot elm hoops, $13a$15. Slack heading is quoted at 14 cents a set for No. 1 17½-inch; 10 cents for No. 2; 16 cents for 19½-inch No. 1, and 12 cents for 19½-inch No. 2.

Slack barrels are quoted at 70a75 cents for flour; potato and produce, 50 cents; lime, 60 cents; No. 2 stock sugar-sized produce, 65 cents; sugar barrels, 80 cents; salt, 75 cents.

**Improvement in Candy Trade Will Boost Pail Sales**

As a result of considerable improvement in agricultural and cotton conditions in the South, the candy manufacturers are again good and busy, getting up their big fall orders, which is resulting in a much improved demand with the pail manufacturers.

**Working For Rate Reduction**

J. S. Thompson, manager of the Louisville division, Southern Hardwood Traffic Association, was in Chicago September 22d to appear at a hearing of the transcontinental carriers, in connection with an effort to secure reduction in freight rates from the South and East on lumber moving to the Pacific Coast, in order to meet competition of Japanese oak. Restoration of rates in effect prior to the last general increase is sought. Mr. Thompson also reported that the protest of the Southern Hardwood Traffic Association, for general reductions in lumber rates to the level prior to the last general increase, now before the Interstate Commerce Commission, had been assigned for hearing on September 29, at Washington. J. Van Norman, Louisville, will represent the shippers.

**Trade Briefs and Personal Mention**

D. H. Quigg, of the Smith Cooperage Co., reported fair general business, with some fair apple barrel business in knocked-down form, having received one order recently for 2,000 knock-down apple barrels, which were moving too far to ship as set-up stock. Mr. Quigg reported that September business had been far better than anticipated.

W. P. Brown & Sons Lumber Co., which last year put in some stave and heading operations in connection with the company lumber mills, have recently started two lumber mills, one at Guin; Ala., and the other at Fayette, but there are no cooperage mills at either point, and the company is not planning to start any of its other mills for the time being. However, lumber prospects are much brighter, demand being keener and at improved prices. Gum lumber has advanced $4 to $5 a thousand on good red gum in the past few days. Common red oak is up $3 a thousand and white oak $5. Some common white oak is selling for export in the South at around $42 at mill. Flooring manufacturers are buying oak more freely. With gum and oak lumber moving again, this may have some influence on cooperage stock.

The Louisville Cooperage Co. is operating full time in its local barrel mills, and is getting out 2,200 packages a day, of which 1,200 are barrels and the rest kegs. This is the best running time the plant has had in many months past. J. N. White, president of the company, reported that conditions were much improved, and that he was more than pleased with the change in the last six months, and the much better prices realized.

The Chess & Wymond Co. is operating at full capacity at the Louisville barrel mills and reports that it has been considering doing some night work in order to keep up with the demand. The company is reported also to be increasing production of staves and heading somewhat at its Southern mills.

The Atlantic Tank & Barrel Co., according to A. E. Scott, manager, at Louisville, is finding business much better in oil barrels, and is running on a very fair schedule, with fair prospects of good business for several weeks to come.

Paul Dysart, Jr., of the J. D. Hollingshead Co., in discussing slack barrel business, said: "We have not been getting the salt barrel business we did last year, but we have had a dandy good flour barrel business and prospects for slack cooperage are much better, due to the high cost of cotton. It is now costing from 90 cents to a dollar a barrel to pack flour in cotton and only about 70 cents for the wooden barrel, while with improved conditions there will be more consumers buying in wood."

## OZARK STAVE AND TIMBER COMPANY WILL ESTABLISH NEW MILL

It is reported that a new mill for the manufacture of staves will be put in operation at Stevens, Arkansas, in the near future, by the Ozark Timber and Lumber Co. Marvin Hodnett will be in charge of the plant as local manager.

## PAINT AND VARNISH MANUFACTURERS REPORT A REVIVAL OF BUSINESS

Since September 1st, country wide reports indicate a revival of the paint and varnish business which prior to that date, like most other lines of business, had been in the throes of a slump. Prices have been reduced to pre-war levels and consumers are taking advantage of this situation. An official of the Sherwin-Williams Company, one of the largest paint and varnish manufacturers in the country, says:

"We have just begun an intensive sales campaign, having for its object business of 15 per cent. in excess of the 1919 figures, which were the largest in our history. For the first three weeks of this campaign we are only 1 per cent. behind this estimate."

As the paint and varnish industry is one of the "volume" consumers of cooperage, any increased activity in the former will of necessity be reflected in a greater consumption of kegs and barrels.

## PHILADELPHIA CHEMICAL AND DYESTUFF TRADE IMPROVES

Conditions with Philadelphia chemical and dyestuffs makers are gradually shaping up. Good business is looked for this fall. "Indications," said a representative of one chemical company, "point to an early resumption of business. Cotton people are fairly busy, particularly manufacturers and finishers of piece goods. Business with dress goods makers is slow, but yarn manufacturers are busy. Tanners, paint manufacturers and textile concerns are going ahead well and this reacts favorably with us. Many concerns are speeding up."

With conditions in the above industries growing steadily better it is quite logical to assume that the barrel maker and the stock manufacturer can not long remain untouched by their activity.

## POTTERIES ANTICIPATE BIG FALL TRADE

There are good and cogent reasons for the belief that the late fall will develop a rushing business in the general pottery line. Reports from East Liverpool, O., the pottery center, show a decided improvement in the volume of trade over that of August. Mail orders are arriving in greater numbers and salesmen on the road are finding the merchants much more prone to buy than they were during the early spring and summer.

Practically all pottery manufacturers are increasing their working schedules and arranging their lines for early spring delivery. As a result of these improved conditions the manufacturers of pottery casks should enjoy a brisk business in the coming months.

## STEEL COMPANY WILL OPERATE FULL TIME

It is reported that the Gulf States Steel Company's wire and nail mills at Gadsden, Ala., are expected to begin operating on full schedule during October. The plant has been working on part time for the past few months. It necessarily follows that the greater the production of the mills the larger the quantity of nail kegs used and the wider the smile of the keg manufacturers.

## ATLAS PORTLAND CEMENT CO. RESUMES OPERATIONS

Operations have been resumed at the No. 2 plant of the Atlas Portland Cement Company at Northampton, Pa. The business outlook throughout the cement region of which Northampton is the center is regarded as very favorable. General reports from this territory set forth that the cement companies are beginning to buy cooperage stock in small quantities.

## FLEISHMAN YEAST COMPANY BUILDS LARGE PLANT AT BALTIMORE

The Fleishman Yeast Company, which at present has two plants operating in Baltimore, has just completed the erection of a third factory in that city at an estimated cost of $3,000,000. The new plant has a capacity of 12 tons of yeast per day. The increased consumption of yeast as indicated by the expansion of the Fleishman plant, necessarily entails the use of more cooperage by this already large consumer.

## WILKES-BARRE BREWERY TO MANUFACTURE SOFT DRINKS

The Reichard & Weaver Brewery, Wilkes-Barre, Pa., is planning additions to its plant for the manufacture of soft drinks. Other brewers manufacturing soft drinks are large consumers of slack cooperage, so it is safe to assume that Reichard & Weaver will be in the market for quotations on slack barrels and stock.




# THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, OCTOBER, 1921 No. 6

**SUBSCRIPTION**

$2.00 per year, in advance, postage free, in United States and Canada. Single copies, 25 cents.
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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.


## ASSOCIATION MEETING

**The Associated Cooperage Industries of America will meet in Semi-Annual Convention at the Hotel Traymore, Atlantic City, November 9th, 10th and 11th. Every one in the trade should be on hand. Plan now.**

## NEW ADVERTISER

**Southern Cypress Manufacturers' Association, Jacksonville, Fla.**

## PUBLISHER'S STATEMENT

Statement of the ownership and management of "The National Coopers' Journal," published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.

Note.—This statement is to be be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

Editor and Manager, M. E. DOANE, Philadelphia, Pa.
Publishers, The Estate of John A.McCann, Philadelphia, Pa.
Owners, The Estate of John A. McCann, Philadelphia, Pa.
Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of the total amount of bonds, mortgages, or other securities: None.

(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this thirtieth day of September, 1921.

H. DARRAGH MACKENZIE, Notary Public.

(Seal)
(My commission expires April 1, 1923.)

## THE WOODEN BARREL'S OPPORTUNITY

The old adage that "opportunity knocks but once at every man's door" has long since been relegated to the discard, since the truth that "Every day is Opportunity Day" is pretty generally accepted, even though all may not take full advantage of the opportunities as they daily present themselves.

One of the "big" opportunities that is before the wooden barrel right now lies, we believe, in the "Perfect Package Month" campaign to be inaugurated by the carriers—American Railway Association and American Railway Express—to run through the month of November. Co-operation is the word that will mean much in the way of proving the Wooden Barrel the Perfect Package during the forthcoming campaign; co-operation between stock and barrel man and barrel consumer, since the consumer in filling the barrel can do much to make or break the package. And then, if the carriers will do their part in setting a "watch" upon their freight and cargo handlers, the outcome of the Perfect Package month can be looked forward to with confident interest by the cooperage trade. Just what use will be made of the package service statistics which will be compiled during November is outlined in the general article of the Perfect Package Month which is in this issue. Don't fail to read the article carefully.

## THERE ARE SOME BUSINESS WHEELS THAT HAVE NEVER STOPPED

The following interesting letter mailed to a large business clientele by J. E. Kelley, Manager of Sales of the Simonds Manufacturing Company, Fitchburg, Mass., has in it so much of practical value and illumination as to the "error of business stoppage," that the JOURNAL is glad of the opportunity to give the letter space as it is right in line with the business-stimulating work that we have been doing steadily since 1919. Mr. Kelley's letter says:

"For the past 12 months we have been liquidating. We have all been wearing out our old shoes, our old clothes, patching up our tools, reducing our stocks and getting along without purchasing, excepting only just the various essentials absolutely necessary to carry along our very much depleted business. We have cut out extravagance insofar as purchasing materials is concerned, but statistics prove that we have added another far greater piece of extravagance to our list than any heretofore indulged in, and that is the extravagance of wasted time. We have reduced our energies more in proportion than we have reduced our expenses, and most of us find ourselves today wastefully waiting and watching for the gold nuggets to come to us. In other words, we have stopped hustling.

"It was the writer's personal privilege to visit the country of Japan shortly after the Russian-Japanese war, going as far north as the island of Hokkaido and as far south as Nagasaki, and at that time all Japan had been advised by circular letter from the Emperor to curtail all expenditures possible; to get along with as little as possible. They were certainly doing that. People were without shoes in the coldest part of winter and were using ordinary sacking to wrap their feet in. They were without knives and forks to eat with, without chairs to sit on and with hardly any of the ordinary comforts of life. They were getting along without much of any expense, but they were not producing. They were undergoing hardships to themselves and were not profiting by it. They had allowed the idea of curtailment and penury to supplant action and work.

"As I view the last 12 months here, I can see a considerable comparison to that of Japan after the Russian-Japanese war. We can get along on very little if we force ourselves to do so, but what do we gain by it? The world needs products and all kinds of products. In our opinion the best thing for all of us to do is to take our losses and start in to work and build them up again; mark the prices of our goods down and cut the price of labor down, and insist on more hours work from all salaried employes. Start booming activity and by the reduction of prices enable those working for a lower wage to procure as much, or nearly as much, as during the war period. We all need to stimulate activity in business. This slothful waiting is going to hurt us all.

"We have reduced the price of saws, in fact of all the material which we manufacture, to a point which we believe is less than the present cost of manufacture; and we hope by doing this to so stimulate business that the increased demand will allow us to operate at a profit.

"We ask you if you won't take the idea contained in this letter and send out to your trade something along a similar line creating a chain of thought that will help toward getting busy, for that is the one thing that will change present conditions."

Public records are filled with concrete evidences of innumerable business firms and organizations which have done the greatest trade of their history during the past two years—the readjustment years after the great world war—as posterity will know them—and these records have been made because the firms and organizations have never let their business wheels stop, but have increased their speed and enlarged the circumference of their activities. They have proved the law that "all times are opportune to the man who wills," and that "there is no failure but the failure of quitting."

## FAITH WILL MOVE MOUNTAINS

B. C. Forbes is admittedly one of the greatest business and financial writers in the country. Possessing the faculties of close observation and keen intuition, he is further blessed with broad vision and the analytical power to resolve big problems into their elemental factors and to recognize the moving forces in any given economic situation.

It is his daily task to put big national questions under his powerful mind-microscope and having separated them into their component parts, to deliver his findings to the public at large through the medium of the press.

Mr. Forbes has been doing this fine constructive work for some years, and to such an extent has his prestige grown that numerous leaders of finance and many large business houses look to him for guidance.

The keynote of Mr. Forbes' published articles is constructive optimism—real, live, warm, pulsing cheerfulness and faith, that is predicated upon his ability to see beyond the local conditions that usually limit the vision of less gifted mortals.

That the doctrine of confidence in our business future which Mr. Forbes has consistently advocated is bearing fruit is amply proved by the recent decision of Joseph Horne & Co., of Pittsburgh, to start at once upon the building of an addition to its present large department store, the direct connection between which building operation and Mr. Forbes' constructive utterances is established in the following excerpt from a letter addressed to him by the Joseph Horne Company:

"In line with your recent optimistic business editorials the Joseph Horne Company has decided to start at once upon the building of required additions to its store. Building costs may be higher or lower in the near future, but the Joseph Horne Company feels, in line with your suggestions, that business needs the example at this time, and it has acted accordingly.

"Keep up the good work. Faith will move mountains."

Under date of September 28th there appeared in the business sections of our daily papers an item setting forth the fact that the Joseph Horne Company *had* begun work on an addition to their store, the plans of which called for an expenditure of $1,800,000. It is easy to see that an operation of this magnitude will give employment to hundreds of men as well as furnishing volumes of business to the houses that supply the building materials.

The fact that the Horne Company chose to set such a splendid example to the business world is surely a victory for optimism and a distinct blow to the pessimism that would have us sit with folded arms and wait for better times. The way to resume is to resume and if all our business houses that have deferred building plans and trade expansion programs and are backing and filling through timidity and lack of confidence, would exhibit the faith and follow the example of the Joseph Horne Co., unemployment would disappear, business would flourish and prosperity would return to us with a rush.

## UPWARD TREND IN EXPORT TRADE IS ENCOURAGING, SAYS JAMES INNES

There has been considerable demand for apple barrel stock during the last month, and a slightly increased consumption in other lines, but business is still very quiet for this season of the year, with prices still very unstable. On account of the increased demand and the decreased production of cooperage stock, prices are stiffening to some extent and are getting to be more uniform.

Comparatively few of the mills are running, so the production is very light. In the North the difference in results obtainable from hardwood logs, as between lumber and cooperage stock has caused the manufacturers to run a very large quantity of their timber into lumber. Consequently cooperage stocks in the North are very much lighter than they have been for years.

There is a little export business opening up, which is a sign of encouragement, but buyers are mostly waiting for reductions in inland and ocean freights before doing anything more than buying from hand to mouth. Cooperage mills which depend on "railing" in their logs are not doing anything in the way of lumbering until they know what freight rates are going to be, and unless some relief is given a great many of these mills in the North will not stock up at all this winter. Freight rates on logs and on manufactured cooperage material are so excessively high that some relief will have to be given very shortly, and unless this is done soon, there will be a great many mills in the North that will be idle in 1922.

We hope that business confidence will soon be restored. As it is it will take only a very small increase in the demand to clean up surplus stocks that are now on hand.

## MARKED DIFFERENCE IN ATTITUDE OF STOCK BUYERS SPECIALLY NOTICEABLE, SAYS C. M. VAN AKEN

While there is no marked increase in the demand for cooperage stock throughout this section during the past month, still there is a marked difference in the attitude of the buyers toward the business. During the summer many barrel manufacturers seemed to think that the cooperage industry was fast getting into a position where the stock would not only be given away, but the purchaser would be paid to take it. The scattered demand of the past month for fruit barrel stock required to match up certain stock on hand with the coopers, has been sufficient to demonstrate to the consuming trade that cooperage stock is a commodity that costs money to

produce and is, therefore, worth money when sold, so while the demand during the past month could not be at all classed as a stampede, still this difference in the attitude of the buyers has made doing business much more pleasant. There is no prospect of an immediate increase in the cooperage stock demand in any line here and there seems to be a consensus of opinion that conditions will continue very much as they are until after the first of the year. Then, if we get the promise of a good fruit crop it is reasonable to expect this will increase the demand and with an increased demand better and fairer prices will take care of themselves.

### SUPPLY AND DEMAND ARE COMING TOGETHER ON WELL-READJUSTED BASIS, SAYS FRANK M. SCHERER, VICE-PRESIDENT NATIONAL MANUFACTURING COMPANY

In reviewing the present conditions of the country, which are better than thirty days ago, it would be misleading to intimate the possibility of normal prosperity during the next few months. For example, the iron and steel industry is operating at only 25 per cent. of capacity and will hardly reach full time operations this year. It is also likely that the increased wholesale and retail buying, in many instances, may reflect merely hand-to-mouth, fill-in orders rather than the genuine upturn of the business cycle. The most important feature, however, is that supply and demand are coming together on a well-readjusted basis which will gradually lead to normal business.

It is interesting to know that a year ago the number of freight cars loaded weekly averaged approximately 875,000. Six months ago the average was 690,000. The latest report, including August, shows 804,000. This shows the trend of business during the past year.

There is, at this writing, a fairly good movement of apple barrel stock to eastern destinations, but since the season is about over this business may stop at any time. A few larger consumers are buying stock, especially apple barrel material, for fall shipment, to be used in the spring. The hoop business remains about the same. The greater majority of the coopers are now using the steel hoop with good satisfaction and while only a few elm hoop mills are running, they more than supply the demand.

In pine heading, practically all of the mills have cleaned up stocks they had in their warehouses and will not resume operations until the price advances, and with the sudden rise of cotton the farmers are not willing to haul in timber as cheaply as before. The demand for pine heading has not shown much improvement.

There is quite a movement of No. 1 and No. 2 staves at present, but the movement consists of principally shipping instructions for stock contracted during the spring and summer. The market for these items has shown very little improvement.

We look for a fair business during the balance of the year, but from latest reports from the largest consumers it appears that there will be very little buying on a large scale before spring, as there seem to be plenty of stocks on hand.

The recent splendid circular issued by Secretary Krafft in regard to "quality" should be studied carefully not only by the manufacturers but also by the coopers. Good, dry stock when made into well-manufactured barrels will do more to revive the cooperage business and get back some of the lost trade than most people think. We know of a manufacturer in the East who has always made a point of getting out good quality of staves and heading, and while their volume of business for this year was not as great as last year, and while the prices have not been satisfactory, nevertheless they have been able to operate steadily, and no doubt will continue to do so, the secret of their operation being "quality."

### J. J. ANDRE BUYS MISSOURI STAVE MILL

It has been recently reported that the slack stave and heading mill of H. Rampendahl, Jr., & Company, Caruthersville, Mo., has been sold to J. J. Andre, of E. Henning, Inc., Chicago. The sale included the plant and all stock and raw material on hand. A new company has been organized to take over the plant and it is planned to start operations under the new management immediately. The trade name under which the new company will do business has not yet been decided upon. The plant, which has a capacity of 45,000 staves and 3,000 sets of heading daily, is equipped with all modern machinery and devices for the manufacture of superior quality stock, and is located on the Frisco and the D. S. & W. railroads, which insures excellent transportation facilities. A formal announcement of the advent of the new company into the cooperage field will be made at a later date.

### SOUTHERN CYPRESS MANUFACTURERS' ASSOCIATION JOINS IN PLAN FOR RATE FIGHT

The board of directors of the Southern Hardwood Traffic Association met at the offices of the association on September 7th to outline arguments to be used before the Interstate Commerce Commission when they appear before the latter in their endeavor to put back into effect the rates on forest products that were operative prior to August 26, 1920. The Southern Cypress Manufacturers' Association has joined with the Southern Hardwood Traffic Association in their effort to have the previous rates re-established.

### MYERS STAVE AND MANUFACTURING CO. WILL BE READY TO MAKE DELIVERY BY OCTOBER 15TH

According to advice received from our good advertising friends, the Myers Stave and Manufacturing Co., Piggott, Ark., they will be ready to quote prices and make stave deliveries by October 15th. On August 17th the company lost their dry kilns by fire, but rebuilding was begun at once and everything will be shipshape again by the date mentioned. Speaking of their fire the Myers Stave and Manufacturing Co. says: "Our loss was only partially covered by insurance. We thought our buildings, which were new, were fireproof, but we found this not the case."

### COLWELL COOPERAGE COMPANY WILL HANDLE KEGS

The Colwell Cooperage Company, the "Colco" products manufacturers, 412 Greenwich Street, New York, has added kegs to the already large line of cooperage commodities which the company handles. Hitherto the Colwell Company has dealt exclusively in coopers' supplies, handling "everything the cooper needs," and the addition of kegs to their other lines of merchandise was in response to an insistent demand that has recently developed. The company announce that they will carry a heavy stock of all sizes and types in red and white oak, and that they are prepared to handle orders for any quantity.

### SANDUSKY COOPERAGE AND LUMBER COMPANY LEASES PLANT AT CHATTANOOGA, TENN.

The Sandusky Cooperage and Lumber Company, of Toledo, O., have leased the plant formerly occupied by the Lookout Paint Manufacturing Company at Chattanooga, Tennessee. The recent purchase will act as a nucleus for a new cooperage plant to be established in the near future. While the Sandusky Company manufacture slack and tight cooperage of various sizes and types, they are at present featuring their tongued and grooved barrel, which, with a glued head and silicate lining, makes a perfectly vermin-, moisture- and sift-proof package. The acquisition of the plant of the Lookout Paint Manufacturing Company adds another link to the constantly growing chain of mills and factories owned or controlled by the Sandusky Cooperage and Lumber Company, and is a fine commentary on the energy and progressiveness of the company's management, which is headed by H. R. Huntington, president, and A. O. Theobald, vice-president. There are no more able or wide-awake men in the cooperage industry today than Mr. Huntington and Mr. Theobald.

### PHILOPEN COOPERAGE MOVES TO NEW QUARTERS

The Philopen Cooperage, I. M. Weiner, proprietor, formerly located at Tasker Street wharf, has been moved to its new quarters at Delaware and Snyder Avenues, Philadelphia, Pa. The company's stock of second-hand cooperage which was carried at the Tasker Street address has been removed to the new plant and everything is in first-class shape for business to move right along, according to Mr. Weiner. The Philopen Cooperage deal in second-hand tight barrels of every description.

### JOHN C. SCHMIDT OFFERS APPLE PRIZE

Interested in growing better apples and in stimulating this interest in other growers, John C. Schmidt, proprietor of the Springwood Farms, York, Pa., yearly offers a sterling silver fruit bowl for the best plate of five York Imperial apples. Mr. Schmidt's prize is donated through the York County Agricultural Society and will be won again this year by some grower who exhibits at the annual county fair, York, Pa., October 4th, 5th, 6th and 7th, 1921.

Dr. G. W. Hartman won the prize in 1920. The cup is to remain in possession of the Society until won by the same person in three annual exhibitions, not necessarily in succession, after which it will become the winner's exclusive property. The winner's name will be engraved on it each year.

## WANTS IN COOPERAGE LINES

*Cumberland County Refinery, Burksville, Ky., wants prices on wooden barrels for kerosene.*

*Canton Barrel Company, Canton, Ohio, is in the market for prices on No. 1 sugar barrels.*

*Frank Fingar, Blue Stores, N. Y., is in the market for a second-hand Clough and Witt trusser.*

*National Beverage Company, 818-820 4½ St., S. W., Washington, D. C., is in the market to hear from manufacturers of large wooden and iron tanks.*

*S. Fink Cooperage, 2172 Lexington Ave., New York, is in the market for second-hand vinegar and cider barrels as they run. They must be heavy charred oak barrels.*

*Franklin Brokerage Company, Inc., 603 Chestnut St., Philadelphia, Pa., is in the market for 30-gallon G. I. pork barrels, grain alcohol barrels and denatured half barrels.*

*Louis Cote, Reg'd, 83 Sault-Au-Matelot, Quebec, Canada, is in the market for second-hand machinery for grooving and tongueing staves for ice cream tubs, pails and buckets.*

*John Connolly, Inc., 613-23 Jackson Street, Hoboken, are in the market for five or six cars second-hand G. I. pork barrels. All quotations to be made f. o. b., Hoboken, N. J.*

*Hugh O'Donnell, Meadow and Snyder Ave., Philadelphia, Pa., is in the market for one carload of 19½-inch pine sugar barrel heading and one carload of 21-inch gum heading.*

*F. Schwalb's Cooperage, 36-42 Garden Street, Brooklyn, N. Y., is in the market for 30 x ⅝-inch white ash pork barrel staves K. D. J. and B. and 34 x ¾-inch red and white oak oil barrel staves, K. D. J. and B.*

*Hugh O'Donnell, Meadow and Snyder Ave., Philadelphia, Pa., is in the market for 2,000 200-lb. G. I. hoop pork half barrels, double head; 2,000 lubricating oil half barrels, 1,000 spirits, 1,500 glucose and 1,000 turpentine. All packages must be sound and of No. 1 grade. Quotations f. o. b. Philadelphia.*

*Atlantic Cooperage Co., Jacksonville, Fla., is in the market for the following slack cooperage stock in straight and mixed cars, and desire quotations f. o. b Jacksonville, Apalachicola, Tampa and Ft. Pierce, Fla. All communications to be addressed to Jacksonville office: No. 2, 24-inch, 28½-inch, 30-inch and 32-inch gum staves; mill run 31-inch pine staves C&C; MR 24-inch and 28½-inch pine staves C&C; MR 15-inch, 17½-inch, 19½-inch and 20-inch pine heading; MR square edge circled 17-inch and 19-inch pine heading, ¾-inch thick; No. 1, 5 ft. 6 in., 6 ft., 6 ft. 9 in. coiled elm hoops.*

### "AFTERGLOW," HIMMELBERGER-HARRISON LUMBER CO'S LATEST OIL-PAINTING CALENDAR

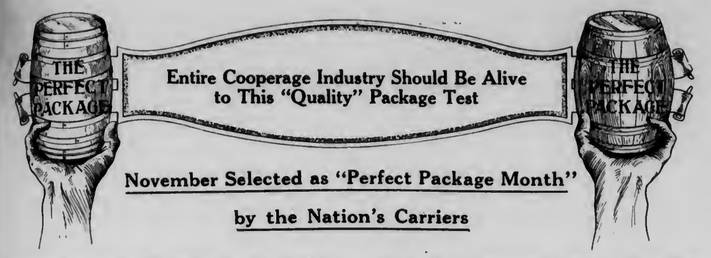
Each year finds the handsome, oil-painting calendars with which the Himmelberger-Harrison Lumber Co., the "Bone Dry" gum heading manufacturers, of Cape Girardeau, Mo., remembers its many business friends, growing more beautiful. "Afterglow" is the title of the latest of the company's calendars, and for exquisite coloring, taste in mounting, etc., it would be hard to do the 1921 remembrance full justice by way of the printed word. One must look upon the glorious, sunkissed scene depicted, in order to properly appreciate the real beauty of the calendar. Not only does the Himmelberger-Harrison Lumber Co. remember its many friends with their lovely yearly calendar, but there always accompanies these calendars a letter that carries with it a decided something that makes these calendar receipts of special significance. The letter which comes this year is from Albert Will, assistant secretary, and says:

"Once more it is our pleasant privilege to further cement the cordial relationship we have enjoyed with you by sending you under separate cover another oil-painting calendar.

"Our old friend, Thomas Moran, may not be here for many years longer, but his glorious landscapes will hang for generations to bring home to us the beauty of nature and the great outdoors that is our best heritage.

"It is with the hope that you will understand and enjoy this faithful reproduction of his best subject that we submit it, and with it our best wishes for your health, prosperity and happiness as we work out together the tremendous problems of reconstruction."




THE PERFECT PACKAGE
Entire Cooperage Industry Should Be Alive to This "Quality" Package Test
November Selected as "Perfect Package Month"
by the Nation's Carriers
THE PERFECT PACKAGE

When, over thirty-seven years ago, the JOURNAL elected to serve the cooperage industry exclusively, it designated our trade package "The Wooden Barrel—the Perfect Package," and every day of every month of every year of those thirty-seven we have carried this trade slogan into all parts of the world, while we have steadily, persistently and unceasingly driven home to our industry the "Quality" necessity as it touched the interest, use and life of the wooden barrel—"the Perfect Package."

The Perfect Package Month—November, 1921—is a splendid opportunity for the cooperage industry as a whole and for everyone interested in the wooden barrel in any way to not only prove true the slogan which the JOURNAL has blazoned forth so many years, but which time in the passing cycles has established in the face of all competing substitutes, and that is that the Wooden Barrel is the Perfect Package.

Let everyone read the following letter and announcement and then prepare for the test which November will afford us to demonstrate the worth of our trade package. Let the stock manufacturers get in touch with the barrel men who use their stock—let the barrel men get in touch with the consumers who use their packages—get co-operation all along the line—then with "Quality" stock, barrels and service the outcome of the November demonstration can be awaited with confidence.

**Campaign Will Be of Marked Interest to Every Trade and Industry**

The results of the perfect package month will be big and far-reaching. The wooden barrel should and, we firmly believe, will prove its right to leadership. November will truly be the month to "Put the Barrel Where It Belongs."

JOINT CAMPAIGN COMMITTEE

AMERICAN RAILWAY ASSOCIATION

AMERICAN RAILWAY EXPRESS

NEW YORK, September 24, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

To stimulate further public interest in good packing of shipments, the railroads, steamship lines and express companies of the United States and Canada will inaugurate a nation-wide movement for "perfect packages" and have designated November as "Perfect Package Month."

This campaign will be of marked interest to every trade and industry that uses transportation in any form. It is intended for the benefit of shippers and to aid the carriers in improving their service.

The details of the movement are explained in the accompanying article, which is submitted for publication in the JOURNAL for the interest of your readers.

Should you desire further information regarding how this movement will affect the interest of the industry you represent, we will be glad to do what we can to supply special articles or to go into the matter more fully for the benefit of your trade. Please also state whether you wish photographs.

The carriers of the country join in urging shippers in every industry to participate in "Perfect Package Month" and aid in making it a nation-wide success.

Very truly yours,

EXPRESS COMMITTEE,

By Stanley W. Todd.

### PERFECT PACKAGE MONTH CAMPAIGN INAUGURATED AS MEANS OF RAISING STANDARD OF CARRIER SERVICE

All trades and industries have been asked to co-operate in the "Perfect Package Movement" to be inaugurated by the railroads, steamship lines and express companies in the United States and Canada, in November, which has been designated as "Perfect Package Month."

The purpose of the movement is to stimulate further public interest in good packing of shipments and to enable the carriers to improve the transportation service of the country. During November an examination of all shipments sent by freight or express will be conducted, to obtain information as to the best shipping methods carried on by the various trades and industries.

In every city and town the railroad and express people will form campaign committees to co-operate with local shippers' associations, in carrying out the plans announced for "Perfect Package Month." "Exception Reports" will be made out for all faulty shipments discovered and these reports will be sent to the shippers' associations for tabulation, to ascertain how high a percentage for "Perfect Packages" the shippers of that city have attained.

Comparisons of the records made by the various cities during November will be announced at the conclusion of the drive. The entire working forces of the railroad and express carriers, comprising some 2,000,000 men, will aid in the movement. The railroads, through the American Railway Association, composed of practically all of the railroads in the country, are pushing the campaign, as a means of raising the standard of the service, while the express agents are also getting ready to interest shippers in the undertaking.

## THE PULSE OF THE TRADE

### SLIGHT IMPROVEMENT IN EXPORT CEMENT TRADE, SAYS F. L. LOEB

COPLAY CEMENT MANUFACTURING CO., F. L. LOEB, PRESIDENT, COPLAY, PA.—The cooperage we use is entirely for export business, which, as you know, has been seriously curtailed on account of adverse exchange and freight conditions as compared with European competition. There has been a slight improvement lately, and we are buying small quantities of cooperage stock, such as staves and heading at present, but it will take considerable time until the demand for export cement will come up to what we used to consider normal.

### WAITING FOR NEXT APPLE CROP

B. F. BORDEN & CO., LTD., FRONT ROYAL, VA.—We have all mills and cooper shops standing still, as we have no present business at all and very little prospects for much business until after the first of the year. We may run until the first of next April before much buying for the next apple crop.

### APPLE TREES ARE BUDDED FOR BIG 1922 CROP

FRED CARLTON, WYOMING, N. Y.—I am enclosing check to cover my JOURNAL subscription and want to say that I do not expect to make more than 6,000 to 7,000 apple barrels this year, but the apples are very fine, the best we have had in years. The trees are budded for a big crop next year.

### EVERYTHING IN TIGHT BARREL LINES MOVING

BRIGGS & NICHOLS BARREL CO., INC., 45 ANTHONY AVE., PROVIDENCE, R. I.—Everything in the line of tight barrels has sold very well. Slack barrels are moving slowly, although apple barrels are taking hold a little now. We loaded a barge a few days ago with over 4,000 oil barrels.

### INQUIRIES ARE GETTING BETTER

ASHVILLE COOPERAGE CO., ASHVILLE, ALA.—Practically all the mills in this vicinity are down and have beeen down most of the year. Practically no stocks on hand. Inquiries have been rather slow but seem to be getting better now. Do not expect much change for the next ninety days.

### WILL HAVE GOOD BUSINESS THIS FALL

BECK & JONES, NEW ORLEANS, LA.—We observe a normal demand for our line with the trade buying tighter and no inclination to stock up. The sugar and vegetable crops promise a large yield and it is our opinion that we shall have good business this fall.

### REFINERIES REPORT BUSINESS BETTER

WM. ABLETT & SONS, PITTSBURGH, PA.—Business is still dull here, but looks brighter. Some of the refineries here report business better in the last six weeks. We are well stocked up in our line and not moving much yet. We think things will slowly keep picking up, but will not be normal till next spring.

### HAS MOVED RIGHT ALONG AND WILL CONTINUE TO DO SO, SAYS MR. DAVIES

THOMAS DAVIES, 601 E. 132nd Street, New York.—I have moved right along and continue to do so. The prospects look good, and I am optimistic. I buy all my supplies through New York houses. Best wishes for success of your interesting Journal.

### TRADE IS QUITE GOOD, ESPECIALLY ON KEGS, SAYS C. C. BERRY

CLEVELAND COOPERAGE CO., C. C. BERRY, CLEVELAND, OHIO.—Trade with us is quite good—especially on kegs. There is still plenty of room for improvement in the barrel business, but we are hopeful that this is now just around the corner. We have advanced all prices the past thirty days.

### BUSINESS HAS PICKED UP CONSIDERABLY, SAYS CANTON BARREL CO.

CANTON BARREL CO., RALPH HELLER, CANTON, OHIO.—Business has picked up considerably in the last month or so, especially in slack barrels. We believe that business is bound to pick up more so, in the near future. We are in the market to consider prices on No. 1 sugar barrels.

### BUSINESS IS GOOD ON NEW BARRELS

F. SCHWALB'S COOPERAGE, 36-42 GARDEN ST., BROOKLYN, N. Y.—At present business is good on new barrels, half barrels and kegs, but the second-hand barrel business is extremely quiet with prices poor. However, we believe when demand comes prices will rise quickly, as there is very little good second-hand material in the market. We want to buy some 30 x ⅝ inch white ash pork barrel staves KDJ&B, and 34 x ¾ inch oil staves red and white oak KDJ&B.

### ADJUSTED PRICES DID NOT MEAN KNOCKING ENTIRE BOTTOM OUT OF MARKET

JOSEPH CAZAVAN, RED HOOK, N. Y.—The demand for barrels is very light owing to a small crop of apples, and, as the fruit is inferior, many baskets are used. Barrels are sold for 50 cents. I am not selling at that price. I prefer to carry my stock until next year. I just keep the shop open and do not try to do any business at prevailing prices. The mill men started to sell at a stiff price last January, but soon reduced their prices on stock until they sell almost for cost, and that kind of business has put a loss upon the cooper who bought early of from $2,000 to $3,000 on his stock. I am one of these coopers. Owners of mills could have kept up their prices and would have sold as much stock as they have at low figures.

### ADJUSTED FREIGHT RATES WILL QUICKLY HELP BUSINESS BACK TO NORMAL

BRUECKMANN COOPERAGE CO., CARL DE BUSMANN, MGR., ST. LOUIS, MO.—Business in this territory is increasing but very little indeed. We have not seen it as dull for many a year. For a while we were practically at a standstill. Right now, caused by the prevailing freight rates, we are confined to look for our customers right in this city and in the nearby surrounding territory. Prices on second-hand cooperage are very low and this practically prohibits shipments to all the distant points. Our biggest outlet on empty cooperage used to be along the eastern coast, but the prices in the eastern markets at the present time certainly eliminate western shipments. We do believe if a big reduction in freight rates takes place things will brighten up considerably in all lines. The writer has come in touch with quite a few barrel dealers within the last few months and every one of them is making the same complaint. We certainly hope the freight rates will be adjusted to meet today's conditions, in order to bring business back to normal. We do not look for conditions to improve this winter, but we are hoping for the best this coming spring.

# Splendid Wooden Barrel Exhibits at Seventh National Exposition of Chemical Industries, New York, September 12th-17th

The Seventh National Exposition of Chemical Industries, which opened at the Eighth Coast Artillery Armory, New York, September 12th, and closed September 17th, was probably the most successful ever held, the attendance being variously estimated at from 50,000 to 75,000.

**Armory Afforded Ample Floor Space**

Covering the wide field of chemistry and allied industries, there were approximately 750 exhibits that filled every available inch of the 180,000 square feet of floor space of the huge armory. Being international in scope the show embraced exhibitors from every part of the United States as well as from Canada. Every new device in machinery and every new development in chemical formula was shown and expounded, while all allied industries that had anything of interest to the chemical trade were represented in some manner.

Concurrent with the exhibition on the main floor, there were lectures and discussions on pertinent topics held in the auditorium, together with the showing of educational moving pictures, to all of which the public was admitted. The armory was beautifully decorated with each booth railed off and furnished with crex rugs, wicker chairs, palms, etc. The show was well planned and admirably managed and reflected great credit upon its promoters.

**Barrel Men on Hand**

The commercial importance of the exposition and the opportunity it afforded for business-building publicity was recognized by three progressive cooperage concerns with the result that the wooden barrel was represented by three splendid exhibits, the progressive barrel-boosters being The United States Cooperage Corporation, New York; The Sandusky Cooperage & Lumber Co., Toledo, Ohio, and the International Cooperage Co., Niagara Falls, N. Y.

**The United States Cooperage Corporation Exhibit**

The United States Cooperage Corporation, 609-613 Grand Street, New York, had an attractively arranged display of second-hand tight barrels and kegs, together with a line of slack barrels of various types and sizes. The tight cooperage included kegs of from 5 to 20 gallons capacity, and barrels suitable as containers for dry chemicals, pastes, syrups, acids, spirits, edible oils, refined and volatile oils, paints, etc. The slack line included full and half size packages for flour, full and half size packages for sugar, pottery casks, shooks for export, etc. Each package was plainly marked with a neat cardboard sign which set forth the particular use for which the container was best suited. An officer of the company was in daily attendance at the booth so that interested inquirers or seekers after information relative to the packages displayed were given every attention.

**The Sandusky Cooperage & Lumber Co's Exhibit**

The Sandusky Cooperage and Lumber Company, Toledo, Ohio, exhibited elm and gum slack barrels and fir tight barrels and kegs. This company is at present specializing on a tongued and grooved, and silicated slack barrel, with glued head, and either wooden or steel hoops, which is vermin, moisture and sift proof.

The Sandusky Cooperage and Lumber Co. had some very fine packages on display, and developed quite a number of inquiries from prospective users. A neat and attractive folder describing the characteristics of the wooden barrel which make it a superior and desirable container and calling attention of the reader to the fact that the Sandusky Cooperage and Lumber Company manufactures the "Best Barrels Built" was given to each caller at the booth by A. O. Theobald, Vice-President of the company, who was in charge of the exhibit. H. T. Huntington, President of the company, was also in attendance during the latter part of the week.

**The International Cooperage Co's Exhibit**

The International Cooperage Company, Niagara Falls, N. Y., made their appeal to the chemical trade through the medium of a very comprehensive showing of elm, gum, and fir packages of from 5 to 55 gallons capacity, as well as displaying staves, hoops, heading and head-liners. Specializing on tongued and grooved barrels, suitable for powders, pastes, plastic materials, greases, lard, etc., this company exhibited some exceptionally fine samples of this type of package. The International Cooperage Co. also distributed a superbly illustrated catalog descriptive of their product, and B. E. Cuthbert, who was in charge of the booth, was kept busy answering queries and explaining the superior features of the "International Barrels."

The JOURNAL desires to congratulate the above exhibitors upon their progressiveness and their business alertness. The barrel exhibits as shown were truly constructive, trade-building work that should be commended and endorsed by the industry as a whole. The opportunity for trade-extension that is afforded by conventions of package-using industries as well as expositions such as the one just reported, where personal contact with the manufacturer and initial packer can be established, is one that should be grasped on every occasion and taken advantage of to the fullest possible extent. There is no agency that is quite so potent in promoting the interests of the wooden barrel as an actual visual demonstration, to the prospective or possible user, of the barrel itself—the stuff it is made of, the perfection of its manufacture, the strength and resiliency of its construction, and the many features that can be cited in proving its superiority over every other kind of container. One demonstration in the concrete is worth more than hours of argument in the abstract. It is the JOURNAL's hope that the steadily increasing progressive and forward-looking element of our industry will note and appreciate the immense value of the barrel exhibit as a business builder and trade-getter and that there will be no convention, business show or exposition of any consequence, through which a modicum of good could accrue to the trade in general at which the wooden barrel will not be represented with a display of cooperage and cooperage stock that will be commensurate with the size and dignity of our industry.

SANDUSKY COOPERAGE AND LUMBER CO'S BARREL EXHIBIT AT THE CHEMICAL EXPOSITION

**ATLANTIC COOPERAGE COMPANY ESTABLISHES FIVE NEW BRANCHES**

Confidence in the future and constructive progressiveness is most convincingly evidenced by the Atlantic Cooperage Company of Jacksonville, Florida, in their recent action in opening five new distributing agencies throughout the state. While this concern is of comparatively recent organization, nevertheless, its officers and directors are old in the slack barrel business and have the experience of years of cooperage activity behind them. The recent improvement in trade generally and the success of the initial efforts of the five newly opened branches has been such as to induce the company to plan the opening of additional agencies within the coming sixty days.

**SANITARY COLLAPSIBLE BARREL COMPANY WILL ERECT NEW PLANT**

The Sanitary Collapsible Barrel Company, Apollo, Pa., formerly the McCrey Sanitary Collapsible Barrel Company, has recently completed plans for the erection of a new factory at an estimated cost of $42,000. The new plant will be a one-story building, 50 x 160 feet, equipped with every modern device and machine necessary to the manufacture of their product, and so designed as to afford the highest efficiency and economy in the handling of material and stock. Administrative offices will be maintained in Pittsburgh, the address of which will be announced later.

**GIDEON ANDERSON COMPANY OPERATING ALL ITS MILLS**

Reports from the Middle West indicate a decided reopening of business during the past thirty days. The Gideon-Anderson Lumber Company, of St. Louis, whose various plants center about Gideon, Mo., have started operations in all their mills and are advertising for additional help. A heavy demand for lumber and ties from the railroads has become evident, as well as a material increase in the call for staves.

**VIRGINIA BARREL COMPANY'S PAW PAW PLANT TO BE REBUILT**

The branch plant of the Virginia Barrel Co. at Paw Paw, W. Va., which was recently consumed by fire, is to be rebuilt immediately according to an announcement by the management of the company. The plans for the new factory call for a larger and more complete plant than the one destroyed.

**CANADA'S TRADE WITH UNITED KINGDOM AND UNITED STATES**

Nearly nine-tenths of Canada's imports during the 12 months came from the United States and Great Britain, according to report from Consul General John G. Foster, Ottawa, Ont., July 28th, the former supplying 70 per cent., the latter 16. For the year ended June 30, 1920, the percentages were 74 and 13. Over 72 per cent. of Canada's exports go to the same two countries the United States taking 45 per cent. and Great Britain 27 per cent. in the 12 months ended June 30th last, while for 1920 they were about 39 and 37 per cent.

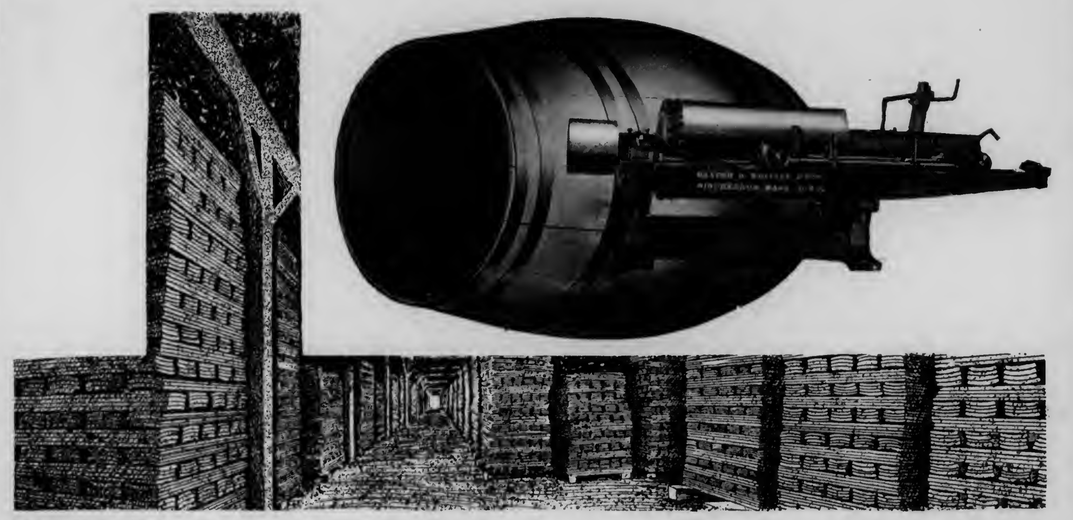
**WINCHESTER COOPERAGE COMPANY PLANS TO REBUILD BURNT PLANT**

The Winchester Cooperage Company, Winchester, Va., is planning to rebuild that portion of its plant which was recently destroyed by fire. On September 1st a fire of unknown origin was discovered in the cooper shop, which, before being controlled, damaged the plant to the extent of approximatelly $60,000. All destroyed equipment will be replaced with new machinery of the most modern design, and the damaged buildings will be restored with all possible speed.

**LAWRENCEVILLE COOPERAGE COMPANY BUILDING NEW PLANT**

The Lawrenceville Cooperage Company, Lawrenceville, Ill., has under construction a new plant of the latest and most modern design. The building will be one story in height, 40 x 100 feet in dimension, and will cost when complete approximately $50,000. Arrangements are under way looking toward the installation of machinery and an early start in operation.





BOOST Your Output and BETTER Its Quality by Installing a . . . . . **Whitney Barrel Stave Sawing Machine**

Whitney Saw Drums are of uniform thickness throughout—made from steel thick enough to give them the necessary stiffness and rigidity at the teeth. That's why they do not shiver and shake all over when they strike a tough bolt.

The Stave Gauge Board can be set as quick as a flash to take off a thick or a thin slab from a crooked bolt. Snap it back again and you get a perfect stave. That counts for many a stave in a day's run. For further information write us or our Agents.

**BAXTER D. WHITNEY & SON, Inc., Winchendon, Mass.**

SELLING REPRESENTATIVES:
H. K. Francis, Agent for New Brunswick and Nova Scotia, Hantsport, N. S.
J. C. Pennoyer Co., 8 S. Dearborn St., Chicago, Ill.
J. C. Pennoyer Co., 717-721 South 5th Street, Memphis, Tenn.
H. H. Plummer & Co., 553 Monadnock Building, San Francisco, Cal.

**Holmes Rack and Pinion Hoop Driver**

Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

*Get prices and particulars from the*

**COOPERAGE MACHINERY MAKERS**

**E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.**

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

IF IT IS ORAM'S IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING IT FOR THE USERS

"THE OLD RELIABLE" WOOD BARRELS

ORAM'S LATEST IMPROVED RALYA'S HEAD ROUNDER

This Cut Shows Important Improvement, Note Lettered Parts

ORAM STANDARD DRIVING MACHINE

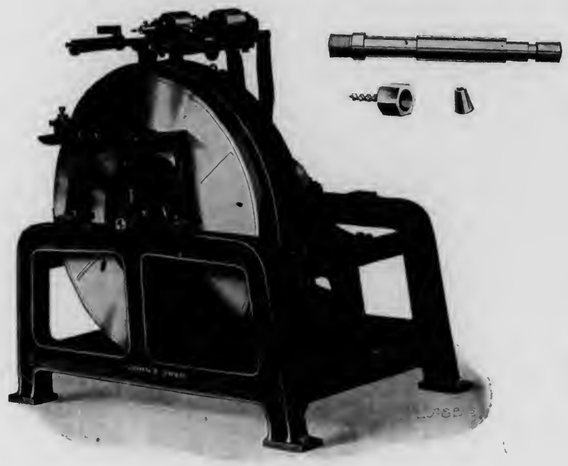
Showing Motor Attached

SIMPLE—DURABLE

Capacity operator can handle 6 kgs. per day of 10 hours only driven.

HEADING JOINTER AND DOWELING MACHINE

Showing Compression Chuck Style Dowell Mandrels



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ESTABLISHED 1872
INCORPORATED 1914

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USE OUR STEEL Truss Hoops "MADE RIGHT"

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ASK ANYBODY

# THE JOHN ORAM CO.

STAVE, HEADING BARREL MACHINERY

CLEVELAND, O. U. S. A.




WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

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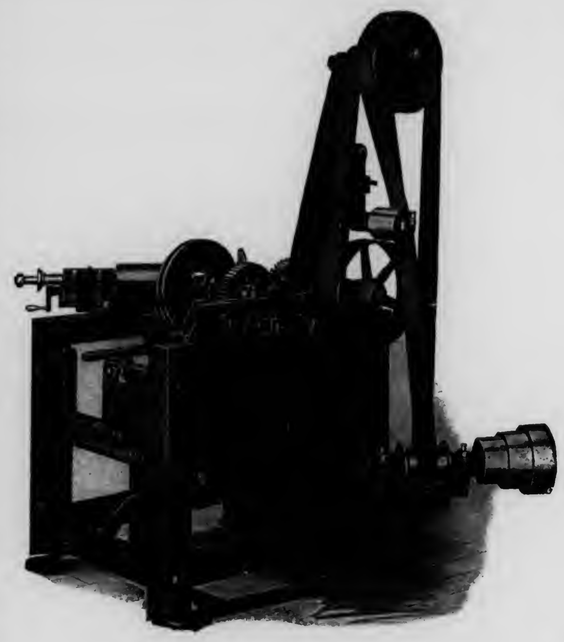

"Greenwood"
No. 5
SLACK
HEADING
TURNER

**No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.**

**This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.**

**We manufacture a full line of Slack Stave and Heading Machinery.**

WRITE FOR CATALOG

ROCHESTER BARREL
MACHINE WORKS

Successor to JOHN GREENWOOD

Rochester :: New York






# "PUT THE WOODEN BARREL WHERE IT BELONGS"

## Come to the Semi-Annual Convention at Atlantic City November 9th to 11th and Help This Work Along

Not a single member of the cooperage industry, no matter in what line engaged or to what extent, whether affiliated with The Associated Cooperage Industries of America or not, can afford to miss the semi-annual meeting at the Hotel Traymore, Atlantic City, N. J., November 9th-11th. And no single member need to miss this meeting, as every one is cordially invited and every possible arrangement has been made to the end of serving the needs of the occasion. There is so much of vital interest now confronting the cooperage industry and The Associated Cooperage Industries of America, our trade organization, is now so firmly established and so well equipped to protect, serve and extend these trade interests that every one of the Association meetings is absolutely invaluable, and no member of the industry can, in justice to himself or his particular line of trade, remain away or keep himself aloof from a body of business men who are working for the betterment of the trade in which he is distinctly interested and from which he draws his full measure of success.

### Secretary Krafft's Call for the Semi-Annual

"In choosing Atlantic City as the meeting place for our Semi-Annual Convention the Executive Committee was mindful of the national scope of our organization, and felt that its interests would best be served by holding a meeting in the East. The November meeting will afford an opportunity for all members of the industry (manufacturers, dealers, consumers, etc.) to get together. A gathering at that time should prove of special benefit. There are a number of vitally important matters to be submitted for consideration and action at the meeting. Committees have been at work and will submit interesting reports and definite recommendations for constructive work. As usual, each Group will hold its own meetings, and on the afternoon of November 11th the general meeting will be held."

### AN OPEN INVITATION

OFFICE OF SECRETARY, B20 RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

September 28, 1921.

To Every Non-Member:

In extending you a cordial invitation to attend our Semi-Annual Convention, to be held at Hotel Traymore, Atlantic City, N. J., November 9th, 10th and 11th, we want you to feel that it represents a sincere desire to meet you and to demonstrate how your trade association is working to help you and to properly protect your business. You cannot justly judge of how your trade association works until you see it in convention assembled.

We know you are vitally interested in "Putting the Barrel Where It Belongs," and, therefore, should feel a real interest in the coming convention, and what it will bring forth for the good of the industry.

We want you to come—you will get a different viewpoint of the business and be well repaid for having attended. You will recognize the important subjects that will be presented as directly affecting your business, and will realize the consequences of whatever action may be taken.

Come and be one of us for three days.

Yours for full co-operation,

V. W. KRAFFT, *Secretary.*

### Trade Extension Program Will Be Given in Detail

"Of first importance will be the trade extension program, submitted by the respective committees for the Tight and Slack Groups with detailed plans for their operation and for securing their necessary support. I really believe that the members will be impressed with the practicability and effectiveness of the proposed plans.

### Inspection Service

"A plan for extending our inspection service so as to permit of an original official inspection at loading point with certification account of grade, measurement, etc., will be submitted for consideration. Such a service would undoubtedly meet a real need and we believe that it will be possible to work out something that will be both practical and yet economical.

### Overhead Costs

"It is also anticipated that there will be submitted at each Group meeting, with one exception—the Tight Coopers' Group—a report of the various committees on the subject of overhead cost, including a recommendation regarding the item of depreciation. The factors of timber and labor costs are known to all operators, but the factor of overhead cost is the one of which there is apparently the least accurate knowledge available—partially through lack of uniformity of method or system of figuring overhead, and in some cases due to a lack of understanding as to what items should properly be charged to overhead cost; therefore the real value of a comprehensive report on this subject is apparent.

### "Quality"—Will "Put the Barrel Where It Belongs"

"The keynote of the coming convention will be 'Put the barrel where it belongs.' A discussion of 'Quality' in connection with the consideration of this subject is inevitable and we are very positive that something worthwhile will result. I believe that the industry generally is in a more receptive mood at this time for the doctrine of 'Quality' than ever before."

Every member of the cooperage industry is interested in what will take place at the November semi-annual convention, and the fact that Atlantic City is the world's premier pleasure and health resort should be an added inducement for all to get together for business, pleasure and health.

A fine entertainment program has been arranged for so that every visitor to the semi-annual will find something prepared that will specially interest him. The golf enthusiast will be able to play his game, a banquet, where the best of "eats" will be spread, and where good cheer and real fellowship will be the surrounding atmosphere, will be held the second night. Splendid auto rides, theatre parties and "window-shopping" and sight-seeing via chairs on the boardwalk have been prepared for the ladies, and everything will be done to make each and all glad that they visited the seashore in November.

### Hotel Traymore, Convention Headquarters, Affords Relaxation, Freedom and Sociability

The Hotel Traymore, where the cooperage men will gather in November, is so designed as to create for the guest an atmosphere of relaxation and cheerfulness amid spaciousness and freedom. This motive is carried out in the interior arrangement. While the guest rooms are like fortifications of privacy, secure against all intrusion, where one can have, if one likes, the solitude of the hermit, yet the public rooms reproduce, in a measure, the expansiveness of the beach and the broad reaches of the ocean; walls and compartments do not shut the visitor off from his human associates. He may be alone and undisturbed and yet amongst his fellow-beings. It is like the privacy of strolling on the Boardwalk or chatting with one's friends grouped upon the beach sands. This is quite different from that sombre seclusion so characteristic of England. It is the very essence of the American character of sociability and open-heartedness and it produces that genial expansiveness of spirit which caused an Englishman once to remark, after he had dwelt for a time in America, that "he felt as if he had grown wings."

It is necessary to see with the eye the vast Exchange with the Fountain Forecourt and the open parlorettes and sheltered angles, in order to appreciate how the Hotel Traymore, in a new way, has given expression to the characteristic traits of Americans.

### CERTIFICATE PLAN INSURES REDUCED RAILROAD FARE

Arrangements are being made for one and a-half round trip fare on the certificate plan, based on the validation of a minimum of 350 certificates; regular stop-overs allowed. This rate would also apply to immediate members of your family. A strong effort will be made to have the minimum amount of certificates available. This will, of course require the co-operation of each member in securing a certificate from the agent at the time he purchases his ticket. As a matter of fact but relatively few certificates were lacking at the last May meeting to secure the benefit of the one and a-half round trip fare, so that as all members attending the convention will purchase railroad tickets to Atlantic City, it is urged that sufficient certificates be turned in to assure the reduced fare.

### MAKE YOUR RESERVATIONS NOW

Satisfactory arrangements have been made with the Hotel Traymore in the way of rates, as follows:

European plan (private bath) one person, daily
$4 $6 $8 $10 $12

European plan (private bath) two persons, daily
$6 $8 $10 $12 $14

American plan (private bath) one person, daily
$9 $11 $13 $15 $17

American plan (private bath) two persons, daily
$16 $18 $20 $22 $24

These rates represent a material reduction from those accorded any other convention held at the Hotel Traymore. All reservations are outside rooms, with private bath—fresh and salt water.

Reservations may be made either through the Secretary's office, B20 Railroad Exchange Bldg., St. Louis, Mo., or direct from Hotel Traymore, but in the latter case specific mention must be made of the fact that the reservation is in connection with attendance at the Semi-Annual Convention of The Associated Cooperage Industries of America. Otherwise regular rates will apply.

### CHICAGO'S ATTENDANCE AT SEMI-ANNUAL WILL REGISTER 100 PER CENT.

Between the tall buildings in the Loop, says the JOURNAL'S representative, and on the windy corners, Chicago cooperage men are meeting each other and saying: "Will I see you in Atlantic City in November?"

The response is in most cases yes, for Chicago expects to have almost a 100 per cent. representation at the Semi-Annual Convention of the Associated Cooperage Industries, which will be held at the Hotel Traymore, Atlantic City, N. J., November 9th, 10th and 11th.

THE BEAUTIFUL HOTEL TRAYMORE, HEADQUARTERS FOR THE SEMI-ANNUAL IN NOVEMBER.
85 PER CENT. OF THE ROOMS HAVE SEA VIEW

DEPARTMENT OF
# The ASSOCIATED COOPERAGE INDUSTRIES of AMERICA
V. W. KRAFFT, SECRETARY

OFFICE OF THE SECRETARY, B20 RAILWAY EXCHANGE BUILDING, ST. LOUIS, MO.

### Quality

Can anyone question the real importance of Quality at this time? You will recall the warning issued by this office during the period when the "sun was shining." Unfortunately, the general practice of indifferent and loose grading of material prevailing at that time became a confirmed habit with many manufacturers with the result that, despite the situation confronting the industry, our inspectors have been working overtime on rejections and complaints—all chargeable to carelessness or indifference in manufacture and grading.

The effect is plainly evident to the individual manufacturer—it has meant a loss because he could not "get by" with poor material; to the industry it has meant an injury. Yet this same condition continues in a number of instances.

It is strictly up to manufacturers to remedy this state of affairs. The consequences of further indifference and neglect will prove costly.

In connection with the subject of quality, we should of course not lose sight of its real object, namely "Quality Cooperage," and while the right kind of stock is a prime requisite, it is clear that a definite responsibility rests with the manufacturing cooper who, after all, has it largely within his control whether a package supplied to the trade is honestly and correctly manufactured so that it may satisfactorily serve the purpose for which it is intended. Let each element do its part and "Quality Cooperage" will be assured. The situation calls for a real, honest effort along these lines.

### Freight Rates

While it is apparent that existing conditions are affected by certain fundamental factors, there is no question but that a definite improvement in these conditions is largely dependent upon a material reduction in the existing high level of transportation charges.

The disruption of long-established rate relationships, brought about by the flat percentage increase resulting from the Order of the Commission in Ex Parte 74 with its adverse effect upon normal competitive conditions, clearly calls for a general reduction in rates to an extent at least equal to the percentage of increase effected by Ex Parte 74.

The fact that the prosperity of the cooperage industry is largely dependent upon conditions prevailing in so many other lines of industry that use cooperage as containers, establishes our especial interest in the general level of rates as well as those prevailing upon our products.

Therefore, after consulting with the Traffic Committee, we have come to the conclusion that the time is opportune for the Association to record its position in the matter of general level of freight rates, as well as to take some definite action in connection with existing rates applicable on cooperage stock. Accordingly, we have filed an intervening petition in the formal complaint of the Southern Hardwood Traffic Association and various other lumber organizations, involving rates on lumber and forest products from Southern producing territory to C. F. A. and other defined territories.

This will afford us an opportunity to present our situation to the Interstate Commerce Commission. Unquestionably any reduction in freight rates that may be ordered by the Commission from the territory involved in the pending case, which will be heard in Washington commencing September 29th, will result in proportionate reductions throughout all producing territories. The fact that cooperage stock takes the lumber basis of rates makes it advisable that we join with lumber interests in an effort to secure reduction, rather than to file a separate complaint covering cooperage stock only.

The hearings in Washington will be attended by our attorney, Mr. Webster, as well as the Secretary.

With reference to the position of the Association concerning the general level of freight rates, attention of members has been respectfully directed to printed draft of a resolution which was submitted for referendum vote. All were kindly requested to vote "yes" or "no" and return vote at the earliest possible moment to the Secretary, indicating approval or disapproval of this resolution.

This matter being of such extreme importance, immediate attention to voting was urged.

### Resolution

WHEREAS, the prosperity of the cooperage business is largely dependent upon the conditions existing from time to time in other lines of business, and particularly those in which the barrel is used as a container; and

WHEREAS, those commercial or financial conditions which injuriously affect such other business have the same effect upon the cooperage industry; and

WHEREAS, one of the greatest factors in the condition of business is transportation and the cost of movement of the various commodities entering into commerce; and

WHEREAS, while the charges assessed for the transportation of commodities in commerce should be high enough to be compensatory to the carriers, they should at the same time not be so high as to prohibit or restrict the free movement of such commodities, and in order to bring about such a result it is desirable and necessary that the highest degree of efficiency be employed in the operation of the railroads, and that their service be rendered at the minimum of cost; and

WHEREAS, it is apparent that the volume of traffic now moving in commerce is not normal, and on many hands it is charged that such condition is due to abnormally high railroad rates now in force and effect.

*Now, therefore, be it Resolved*, that the members of this Association are of the opinion that the horizontal advances in freight rates authorized by the Interstate Commerce Commission in *Ex Parte* No. 74 have resulted not only in transportation charges too high to permit the free movement of all commodities in commerce, but have disrupted all the theretofore relationship between rates, and have so operated to further increase the burden of shippers;

*Be it further Resolved*, that this Association is of the opinion that as soon as it is possible to do so the now existing freight rates should be reduced by a horizontal percentage reduction, in the same manner in which they were increased, to the greatest extent possible under existing conditions.

## ASSOCIATION TRADE EXTENSION ADVERTISING

The following three barrel boosting briefs were prepared by the Sam B. Anson Co., Cleveland, Ohio, for the Trade Extension work of the Slack Group of The Associated Cooperage Industries of America. The briefs are for circulating in a large number of newspapers throughout the entire country.

### Look Behind the Retailer

Wonder how much of the freight congestion, and the growing cost of freight and handling is chargeable to the evolution in shipping customs—shipping containers, particularly?

Ever watch a car of barrels unloaded?

One man, with the minimum of effort, can unload a car of 300 pound barrels in one-tenth the time two men and a truck will unload a car of cases of the same goods. And there is practically no damage to barreled goods in transit.

Claims for damaged freight require a large department in the railroad's operation, and a proportionate one in the office of each shipper.

The cost of these departments, together with the losses, is charged back to the consumer by both the railroad and the manufacturer.

The barrel is two thousand five hundred years old as a container, and like many other things which have stood the test of time, improves with age. It meets present shipping conditions better than it did two thousand years ago.

Shipping in paper, glass and tin small units in cases costs from 50 to 100 per cent. more in original packing, adds unnecessary cost at every step, to the consumer, who pays.

Add to these penalties the enormous waste of the fancy containers, and it is not difficult to see why the cost of living mounts higher, ignoring such small details as supply and demand.

### F. O. B. I. B.

The above phrase probably means little or nothing to you, Mr. Reader. It was once a familiar shipping instruction abbreviation.

It means FREE ON BOARD IN BARRELS!

It *did* insure for you fresh foodstuffs, packed in sweet scented wood from the forest, passed to you in perfect order, at the minimum of cost.

Now you buy the same goods from your grocer in a pretty paper carton, which may be months or years old, and for the decoration of which you pay from 25 to 50 per cent. Then you carry the package home and throw away the fancy wrapper, which cost you this penalty.

Then when you buy school books for the children, writing paper for yourself, you pay again for the waste of paper.

And speaking of writing paper, do you know that the paper upon which this newspaper is printed cost as much as you paid a few short years ago for a nice watermarked bond?

Are you willing that this waste go on indefinitely?

It means a gradual extermination of the press, or its subjugation, and it means that you will continue to pay heavy increased living cost.

The limit is only confined to the ingenuity of the manufacturer in designing jimcracks in which to pack foods. The game is a good deal like the struggle of the old South Sea Island ship captains. Each trip they racked their brains for new, tempting morsels for the natives, to use to trade them out of their birthrights.

And we, just as these ignorant savages did, fall for it!

How long, O Lord, how long?

### It is Time, the Walrus Said, to Talk of Many Things

Mrs. Consumer:

You are a new voter.

You handle the cash for the world's biggest business—housekeeping and home-making.

Along with the million other things which you are called upon to judge in the new light that is given you, here are a few random things to think about.

Coal, Steel, Cotton, Wool, Wheat,—all are *essential industries*—and *paper* is essential to them all.

The United States uses 38,000,000 tons of paper every year. To produce this paper 57,000,000 tons of spruce timber is required.

The whole business world is concerned at the rapidly depleting supply of spruce. Some day we will adopt a policy of reforestation. At present we depend upon Canada's good graces for our needs.

It requires at least 25 years to grow a spruce tree to pulp size.

Paper food and drug containers used more spruce pulp than American newspapers last year.

Wooden boxes in which to pack these decorative food containers required 6,000,000 cords—half a million cords more than was required for paper.

Barrels, the good old wholesome wood container, from which you never received a vicious cut or ptomaine poisoning, use principally waste from other timbering operations, and carry food to you at one-fourth to one-half less cost.

Mixed up with all these figures is a *big national problem*.

What are *you* going to do about it?

## BARREL MEN CONFER WITH P. R. R. OFFICIALS ON FREIGHT RATES

Wm. E. Cooper, of the Enterprize Cooperage, and R. A. Cabrey, of the General Cooperage Co., Philadelphia, acting in conjunction with a delegation of barrel men from Norfolk, Virginia, during the last week of September, conferred with officials of the Pennsylvania Railroad relative to a reduction of rates between points in Virginia and Philadelphia and New York, also regarding the establishing of an estimated weight of 75 lbs. per package on barrels, as well as the reduction of the present minimum weight on carloads of second-hand barrels from 14,000 to 12,000 lbs. On the first two items, that of the reduction of the present rate and the establishing of an estimated weight of 75 lbs. per package, the railroad officials were non-committal, but they did assure the committee that the matter of the reduction of the minimum carload weight would receive immediate consideration.

## CREDITORS GRANT EXTENSION OF TIME TO SUKONIK COOPERAGE

At a recent meeting of the committee representing the creditors of the Sukonik Cooperage, held in the office of the Sukonik Plant, Meadow and Wolf Sts, Philadelphia, a recommendation was made to all creditors to grant Mr. Sukonik an extension of eighteen months for the liquidation of his accounts.

The committee made a thorough and exhaustive examination of the financial condition of the firm and their action in recommending a further credit extending over eighteen months was predicated upon their belief that, given the extension recommended, Mr. Sukonik would be enabled to work out of his difficulties. To date practically all creditors whose claims were pressing the firm have agreed to the proposed extension.

The committee representing the debtors is composed of the following: J. S. Steinman, Southwark National Bank; W. E. Gamble, Kolb Baking Company; W. E. Cooper, Enterprise Cooperage, and R. A. Cabrey, General Cooperage Company, all of Philadelphia.



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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

## BUFFALO COOPERAGE MARKET

The slack cooperage trade is showing little change from a month ago, being still dull. The prospects in the apple crop are hardly as good as they were. The drop has been heavy and the winds of late have taken off a good many apples. Prices are high and the apples will not by any means be wasted as they were last fall. As usual orchardists who have neglected their trees because of the lack of profit last fall are sorry for it now. Side crops, like pears and quinces, are only moderate. The outcome is hard to size up at present.

### The Stock Market

A stronger market for most material has developed within the past month and staves are up about 25 to 50 cents, while hoops are holding firm. On the other hand a little easier market has developed in heading. The better prices in cotton have had a tendency to put more money in circulation in the South and the stave mills, as well as the lumber mills, are now disposed to hold for better prices. Quotations, f. o. b. Buffalo, are now about as follows:

| | |
|---|---|
| No. 1, 30-inch elm staves | $12.75 to $13.25 |
| No. 2, 30-inch elm staves | 9.25 to 9.75 |
| No. 1, 30-inch gum staves | 12.25 to 12.50 |
| No. 1, 28½-inch elm staves | 13.00 to 13.50 |
| No. 1, 28½-inch gum staves | 12.25 to 12.75 |
| No. 2, 28½-inch gum staves | 9.00 to 9.50 |
| Mill run, 28½-inch gum staves, fruit.. | 10.50 to 11.00 |
| Six-foot hoops; six-foot-nine hoops... | 13.00 to 14.00 |
| No. 1, 19⅛ basswood heading | 12½c to 13c |
| No. 1, 19⅛-inch gum heading | 11c to 11½c |
| No. 1, 17⅛-inch basswood heading | 11½c to 12c |
| No. 1, 17⅛-inch gum heading | 9½ to 10c |

### Apple Barrels at Fifty Cents

Some apple barrels are selling at 50 cents and that is reported to be the market price. A while ago the coopers were asking 55 cents, but at that time the price of material was higher. It is stated that a few barrels have been selling as low as 45 cents, but at that figure the cooper is likely to be losing money, it is claimed. Some of these low-priced barrels, too, have not been of standard grade. The tendency on the early apples was to use baskets, especially where near-by deliveries of apples was to be made, but on later apples most growers have wanted barrels.

### Flour Barrel Trade Should Be Benefited by Rise in Price of Jute, Cotton and Paper

Flour barrels have been moving slowly the past month. Some mills have had a fair export trade, which requires barrels in many cases, but domestic business has been mostly in substitute packages. These have had a rise, so their economy, as compared with barrels, is not so apparent as it formerly was. Because of the short crop of jute in India, estimated at not over 50 per cent. of normal, 140 lb. jute flour sacks have risen in price from $90 up to $110 per thousand within the past two weeks. Paper sacks have gone up about 10 per cent and 98 lb. cotton sacks have gone up to $140 or $150, a rise of about 50 per cent. in the past few weeks. Flour barrels are selling for about 75 cents.

Vinegar barrels are said to be worth about $3 in this market for new stock with $2.25 to $2.50 for second-hand. Business is brisk for tight-barrel and keg factories.

### Trade Briefs

W. G. Pennypacker, Jr., reports a quiet trade in slack cooperage stock, with the market a little stronger than it was a month ago. He states that there is a fair demand for tight-barrel stock, with cider kegs moving better than a short time ago.

Jackson & Tindle state that trade in slack material shows little change from last month, though the feeling is now somewhat more hopeful. The firm is operating its mill in Canada and is just closing the Pellston, Mich., mills. The Munising mill continued in operation during September.

The Quaker City Cooperage Co. reports some demand for apple barrels, but not much doing in the flour barrel line. Treasurer George E. Barrett has returned to Philadelphia.

The Niagara Cooperage Co., Lockport, finds a fair demand for apple barrels, but not much trade is coming in for flour barrels in that section. The shop is favorably located for apple barrel business, but the Niagara County crop will not be heavy.

## CARNEGIE COOPERAGE COMPANY SUFFERS FIRE LOSS

Two firemen were injured and a property loss of $75,000 occurred September 14th, when the Carnegie Cooperage Co., Second Street and the Pennsylvania Railroad, Carnegie, Pa., was gutted by fire.

The fire originated apparently in the interior of the building and was unnoticed until the flames shot through the outside windows. Although firemen responded immediately they were unable to reach the seat of the blaze through a four-foot runway, and it was several hours before they succeeded in checking the fire. The flames spread to the cooperage company's storage yard adjoining the structure, and for a time it was feared the plant of the Freedom Oil Works nearby, where thousands of barrels of oil are stored in large tanks, was doomed.

## ATLANTIC REFINING COMPANY'S POINT BREEZE PLANT HAS SECOND DISASTROUS FIRE WITHIN A MONTH

On the afternoon of September 14th the breaking of a connection on Still No. 11, one of a battery of naptha stills in the north yard of the Atlantic Refining Company at Point Breeze, Philadelphia, was the immediate cause of an explosion and subsequent fire that snuffed out the lives of eleven and injured twenty-seven men, and that for a time threatened to destroy the entire refinery. As soon as the magnitude of the catastrophe was realized an alarm was turned into the city fire department and the municipal fire fighters rushed to the aid of the refining company's private forces. For four hours the combined efforts of the two departments were taxed to the utmost in checking the spread of the fire and in rescuing imperiled workmen who escaped the effects of the initial blast.

After the fire Edwin R. Cox, treasurer of the company, gave out the following statement:

"One of the connections of the pipe-line leading from the high-pressure still to the condenser gave way for some unknown reason and the contents ran out, dropped down on the fire beneath the still and caused an explosion. The loss of life is very, very sad. It was an unpreventable accident. The property loss was not great and the damage to the stills will not reach $20,000.

It was just one month previous, August 14th, that another still, one of a battery in the south yard of the plant, exploded and resulted in the death of six workmen.

## NEW INCORPORATIONS

The Elk Stave and Lumber Company has been incorporated at Anchor, Kentucky.

The Dublin Hardwood Stave Company has been incorporated at Dublin, Georgia, F. Schostarich, A. Brenizer and L. Benchino are the incorporators.

## CHICAGO REPORTS NON-STOP BUSINESS MEN ARE FOUND IN EVERY TRADE

It is a rather difficult task to get a true bearing on cooperage conditions here just now. Some of the dealers seem to be very content to sit and wait until conditions change. These members of the trade are rather reluctant to remark on the situation prevailing, and when they do talk it is to say that business is poor, while, on the other hand, there are others in the trade who report cheerfully on the percentage of advancement and trade improvement during the past few weeks. These latter constructionists are always busy. They are surrounded by a bustling corps of employes who, despite the fact that business, according to the continually depressed ones, is supposed to be poor, have sufficient work to keep them busy all day long.

Of course in the cooperage trade here, as in all other trades, can be found the men who will not stop just because waves of reverses have descended upon them, and likewise can also be found those who take their medicine hard, and favor the mode of still sitting and deploring.

It is the optimists who are ready to fill orders quickly, even when there are no orders to fill, and it is these same ones when every one else is saying that business is dead, who are out looking for a spark of life and it is such members that keep a trade in existence.

### Price Market Is Fairly Steady

Prices having hit rock bottom a few weeks ago in this market have remained fairly steady. There has been no advance. In some quarters it is said that prices are sometimes governed by the momental existing demand. If a buyer asks for a price which is close to the quotation, he runs a chance of getting it.

### Packing Business Not Yet Active

It is said here that the packing house business, one of the leading cooperage users in this market, has not been very good recently. Second-hand barrel dealers say that they have been having a very slow business. The call for finished barrels recently has been low.

### Apropos of Export Trade

The trade here took much interest in a statement recently made by one of Chicago's leading industrial heads. He said that the trouble with business in this country was that it paid too little attention to its export trade. The speaker had just returned from a tour of Europe and told that there they were forging ahead continually figuring on export.

## AMERICAN SUGAR REFINING COMPANY WILL BUILD NEW COOPERAGE IN BALTIMORE

The American Sugar Refining Company, which is building a new refinery in Baltimore, Md., has filed plans for the erection of a new cooperage plant designed to supply barrels to the refinery. The plans for the new plant which will be located at the foot of Woodall Street, call for a building 150 x 244 feet, three stories in height.

## ALEXANDRIA COOPERAGE AND LUMBER COMPANY CHANGES ITS NAME

The charter of the Alexandria (La.) Cooperage and Lumber Company has been amended so as to change the name of the firm to The Weiss-Patterson Lumber Co. C. A. Weiss and G. V. Patterson are the heads of the concern, the capital of which has been increased to $500,000. It is reported that the company is planning to erect a new saw mill at Pensacola, Florida, where they have large holdings of hardwood timber.

IRREGULAR PAGINATION

QUALITY ——— SERVICE

# W. K. NOBLE

(Established 1887)

*Manufactures*

***Coiled Elm Hoops***
***Headliners***
***Staves and Heading***

*For SLACK BARRELS and KEGS*

Also can furnish material for → ***Veneer Baskets Complete***

WE want all users of this class of stock to write for prices — can furnish in full or matched cars. Our mills are located in Michigan, Ohio, Indiana and the southwest.

We also manufacture a full and complete line of MACHINERY for the manufacture of coiled elm hoops, staves and heading; also Machinery for Tight Cooperage Stock.

We also furnish complete outfits for rebuilt machinery for above purposes. *Also* BOILERS, ENGINES, Etc.

As a *By-Product* we manufacture the BEST POULTRY CRATE on the market —:— See cut below.

WRITE FOR PRICES AND SIZES

*Address Main Office*

**FORT WAYNE, IND.**

## DETACHABLE SAW DRUM FOR WHITNEY STAVE-SAWING MACHINE

The latest and most important improvement that has been made recently in connection with stave sawing machines is the detachable saw drum now being used in the Whitney Stave Sawing Machine.

As will be seen by the illustrations the drum is so made that it can be quickly as well as easily detached from the head and arbor and a new drum mounted in its place when desired.

Either a 24" or 26" detachable drum of the same length can be used on the same head and arbor. Drums 18", 20" or 22" in diameter can be put on the same size head and arbor.

This interchangeable feature enables the manufacturer to carry an extra detachable drum of another size, if desired, at less expense than it is possible to secure a

DETACHABLE SAW DRUM FOR WHITNEY STAVE-SAWING MACHINE

drum complete with head and arbor. When necessary to send the drum to the manufacturer to be resteeled, it can be shipped without the head and arbor, thereby saving approximately one-half the freight charges of a solid head drum and arbor.

Baxter D. Whitney & Son, Inc., Winchendon, Mass., the makers of this drum, believe that the advantage of being able to use detachable drums will be appreciated by users of barrel stave sawing machines.

The Whitney Company have also just put on the market a new stave machine frame known as their No. 72 model. This frame or base is made in three sizes. One size will take drums 16" or 18" in diameter, either 32" or 37" deep. Drums 20" or 22" in diameter, 39" or 42" deep can be used in another size frame, while the third size will take either a 24" or 26" drum 46" deep.

## BREWERY TURNS TO MAKING VEGETABLE OILS

The Stroudsburg Brewery, Stroudsburg, Pa., which formerly manufactured "light" and "dark" of considerable potency and wide fame, is being transformed into a plant for the manufacture of vegetable oils, which will be produced from the woods of the adjacent Pocono Mountains. They will doubtless consume considerable quantities of tight cooperage.

## NEW BARREL FACTORY IN CHELSEA, MASS.

The Chelsea Barrel Company, organized by J. E. MacDonald, Manchester, N. H., and Charles Brodsky, Dorchester, Mass., has begun the manufacture of barrels at its plant, 253 Second Street, Chelsea, Mass. They will produce slack barrels, specializing for the present in apple containers.

## COOPERAGE PLANT RESUMES OPERATION

The Yazoo Cooperage Company, Yazoo, Miss., recently announced the resumption of operations at their plant after a shutdown of three months. The reopening of the plant will give employment to a large number of men who have been idle througout the summer. Logging operations have been started in the neighborhood of Midnight and Inverness.

## RUNNING OVERTIME TO FILL ORDERS

CHESS & WYMOND COMPANY, LOUISVILLE, KY.—Business with us at present is exceedingly good. We are running overtime in order to manufacture what packages we have sold. This includes all sales from five to sixty gallons.

## INTEREST GROWING IN STATE ORGANIZATIONS OF MANUFACTURERS

Recently there was held one of the most important meetings in the industrial history of the State of Louisiana, resulting in the formation of an association designed to take in all of the manufacturing industries of the State. The organization of the association is the outgrowth of some informal action had in the past by various manufacturing interests covering matters of common interest, as a result of which the necessity was recognized of a permanent means of effective co-operation through a central body. Growing out of this a movement for forming such an association was started through an organization committee, composed of 18 prominent manufacturers in all parts of the State, headed by S. Odenheimer, of the Lane Cotton Mills, New Orleans, with Bryan Bell, secretary of the Louisiana Cottonseed Crushers' Association, handling the details, the outcome being the call for the meeting mentioned.

The meeting was held in the gold room of the Grunewald Hotel, and was called to order by Bryan Bell, and effected a temporary organiation by selecting Charles H. Behre, of the Pelican Ice Company, New Orleans, as chairman, and Mr. Bell as secretary. Mr. Behre, on assuming the chair, made a few brief remarks, reciting that the present movement contemplated the formation of the 32d similar State association of manufacturers, and he explained the objects of the proposed organization by reading the call for the meeting.

The chair then called on Wilmer H. Johnson, of the Johnson Dry Docks and Shipbuilding Company, New Orleans, who explained the need of a general State organization of all manufacturers as a means of co-operating. Different lines of manufacture, he said, have their own organizations, but when it comes to Statewide matters of taxation, legislation and similar questions, every line feels the effect of what may be done, and by bringing them all together in one body they can accomplish more in a shorter time, and avoid acting at cross purposes as is inevitable when separate interests are acting independently. He also emphasized the fact that in so protecting their own interests the manufacturers were also protecting the interests of their employes.

MENASHA WOODENWARE COMPANY, MENASHA, WIS.—We note there is a slight, gradual improvement in the cooper's line.

**Slack Cooperage Stock Wanted**

Always in the market for

28½ in. and 30 in. No. 2 Staves,

34 in. Mill Run Staves,

19⅛ in. No. 2 and Mill Run Heading,

23⅝ in. Mill Run Heading,

Coiled Elm Hoops.

We also buy Tight Cooperage Stock

*Quotations solicited*

Swift & Company
Cooperage Department
South St. Joseph, Mo.



# FOR WINE BARRELS! (*Oh, boy!!*)

"WHAT A GRAND AND GLORIOUS FEELIN'!"

*A bit of Ancient History:* Some years ago the California Wine Growers' Association, after exhaustive tests over a period of many months, awarded a costly first prize for all 'round good properties to genuine "All-Heart"

"OF COURSE" "TIDE WATER" CYPRESS "THE WOOD ETERNAL" "OF COURSE"

The facts are well worth knowing today to anyone interested in Tanks or Containers for ANY PURPOSE. The main facts are these: a Tank, Vat, Tub or Barrel made of Cypress imparts no taste or color to contents, leakage is reduced to a minimum because Cypress doesn't shrink or swell and a Cypress container will last practically forever. Truly indeed is it "The Wood Eternal!" And "the best wood for what it's best for." For uses in creameries, greenhouses, and wherever wood must resist rot and changing temperature—use Cypress "of course."

*Send for Vol. 22 of the Cypress Pocket Library and get the whole valuable story. Free promptly on request.*

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MANUFACTURERS OF
TACKS AND SMALL WIRE NAILS
OF EVERY DESCRIPTION
We give attention to any desired style.
MILWAUKEE *Send for Booklet and Prices* WISCONSIN

**Hoop Nails Hoop Staples Hoop Fasteners**
Bright, Blued, Coppered or Galvanized
*Write for prices and samples*
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Have you anything to sell or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused, or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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**ARKADELPHIA MILLING COMPANY**
USE ABC CODE, FIFTH EDITION
CAPITAL AND SURPLUS, $600,000
Cable Address: ARKSTAVES—Arkadelphia, Ark.
American White and Red Oak **Split & Bucked Staves** A Specialty
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ARKADELPHIA : ARKANSAS
Try Our Palm Oil 1½" x 44" Bucked Red Oak and 1½" x 44"--34" and 26" White Oak Staves

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Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths
*PROMPT DELIVERIES*
24th Street and A. V. R. R., PITTSBURGH, PENNSYLVANIA

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## MACHINERY FOR SALE

**NOBLE MACHINE COMPANY, FORT WAYNE, INDIANA**

**When in the market for slack barrel or tight barrel staves, heading, and hoop machinery, as well as slack barrel and tight barrel machine, also coopers' tools, truss hoops, barrel heaters, hoop nails, etc., write us. All inquiries receive prompt attention.**

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

**FOR SALE—REBUILT STAVE AND HEADING MACHINERY**

**Two Greenwood heading turners.**
**One heading sawing machine.**
**One No. 4 stave cutter.**

**ROCHESTER BARREL MACHINE WORKS,**
**Manufacturers of the "Greenwood" Stave and Heading Machinery,**
**Rochester, N. Y.**

FOR SALE.—A No. 74½ Holmes hoop-driving machine, almost new. Address Hall St. Warehouse Co., 14 Hall St., Brooklyn, N. Y.

FOR SALE—Oram Giant Hoop Driver. Practically new. Will drive kegs up to half barrels. Will sell at bargain. THE BROOKS OIL COMPANY, Cleveland, Ohio.

## MACHINERY WANTED

WANTED—A second-hand Clough & Witt trusser. Address FRANK FINGAR, Blue Stores, N. Y.

## SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
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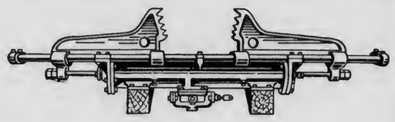

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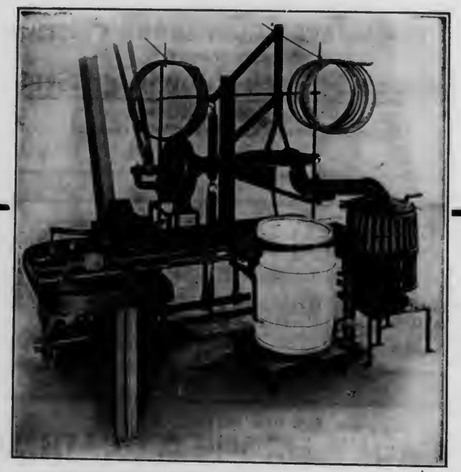

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## Cut Tacks and Small Cut Nails

*NET PRICES*

**Basket Tacks**

| No. 4 | No. 6 | No. 8 | No. 10 | No. 12 and larger |
|---|---|---|---|---|
| $15.30 | $14.90 | $12.55 | $11.60 | $10.45 |

**Basket Nails**

| 5/8" | 3/4" | 7/8" | 1" | 1 1/8" | 1 1/4" |
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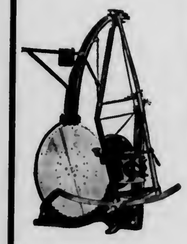

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ESTABLISHED 1854

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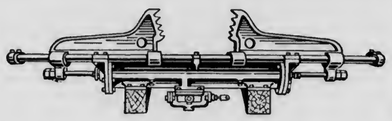

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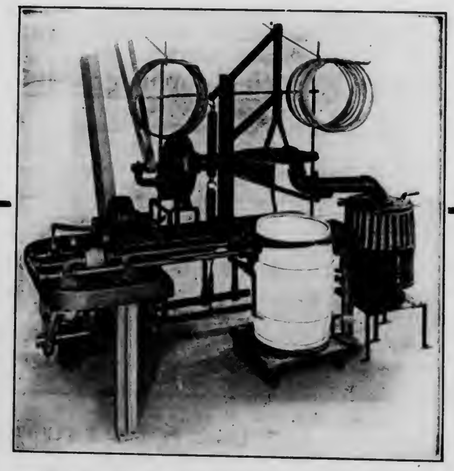

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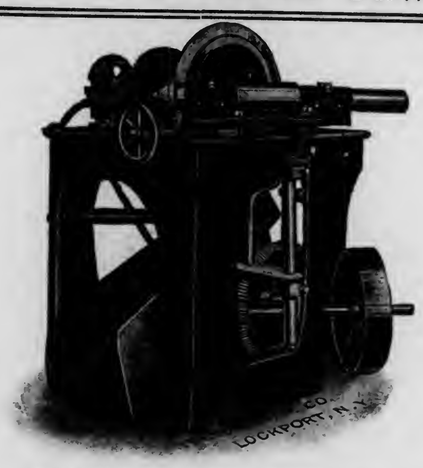


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DEVOTED TO THE COOPERAGE INDUSTRY

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVII | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, November, 1921 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 7



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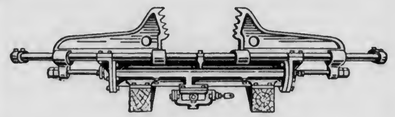

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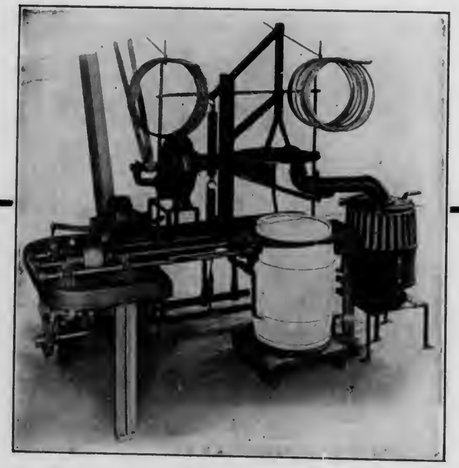

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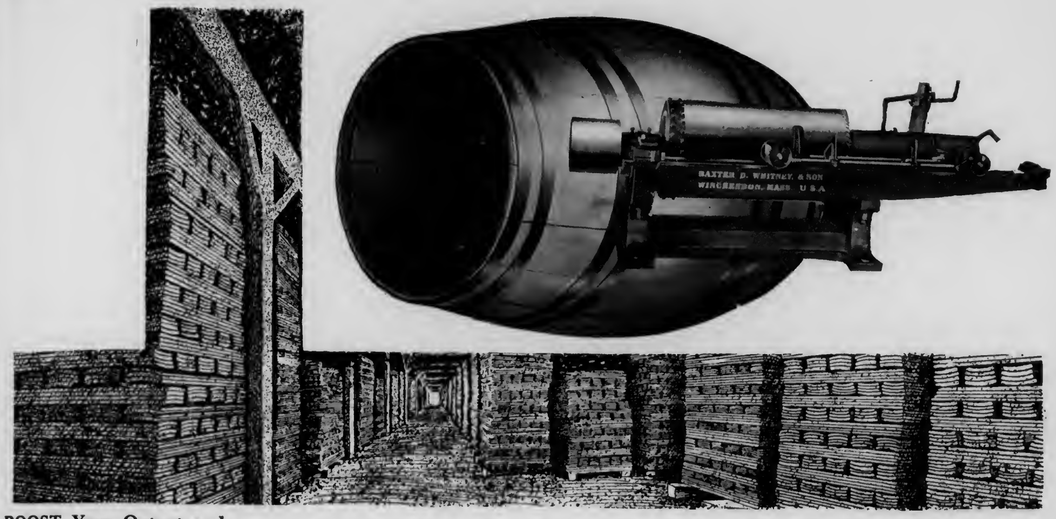


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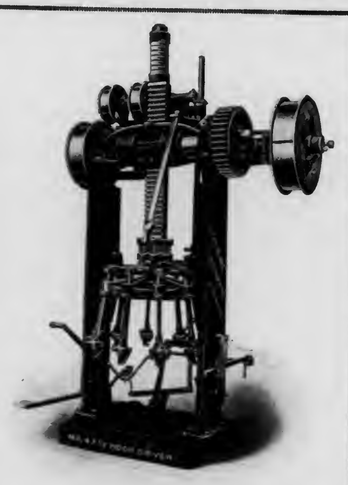

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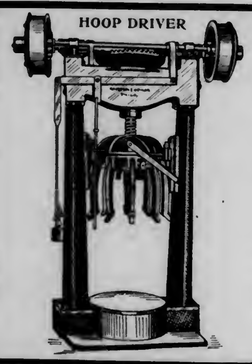


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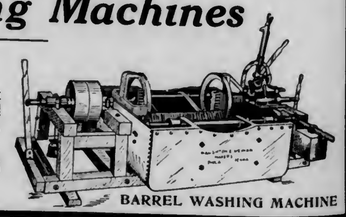
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ECONOMY FOR THE MANUFACTURER
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OUR TIMBER IS MICHIGAN'S BEST HARDWOOD
PLANT AND HELP ARE EFFICIENT
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and the highest in timber value, and the best in experience and efficiency in manufacture has always gone into our product. That is why the "QUALITY TELLS" stock user always secures high quality rating for his barrels. We also manufacture TIGHT STAVES and HEADING. With fifteen mills we are equipped to handle any and every size order for SLACK or TIGHT COOPERAGE STOCK.

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The National Coopers' Journal

THIRTY-SEVENTH YEAR PHILADELPHIA, NOVEMBER, 1921 $2.00 PER YEAR VOL. XXXVII, No. 7

# New Orleans Reports Trade Has Improved Enough to Encourage the Belief that Most of Us Will Live to See the Return of Prosperity

During the heated term we put the blame on the weather and held the temperature responsible for everything that happened, and for the trade that did not come to us, but now the extreme heat has passed, business is a little better and we have no excuse or explanation to offer.

Business in all lines has improved somewhat, but this improvement is not sufficient to help us very much just at present. The slight improvement is welcomed chiefly as a promise of better things to come, and we are now encouraged to believe that most of us will live to see prosperity restored, though it has not been many weeks since we had our doubts on this subject.

### Demand for Cooperage Material Has Stiffened

The demand for building materials, both at home and abroad, has increased, and the lumber mills now have orders in excess of their production, so there is hope that they will gradually reduce their excessive stocks. The demand for cooperage materials has also stiffened, but not to such a marked extent. We miss the big rush of business that used to overwhelm us at this season. The cane-grinding season is on, important shipments of sugar have been received from Cuba, but, although a good many sugar barrels are being used the barrel makers are not flooded with orders.

### Sugar Refiner Has Ceased to Be Sole Reliance of Cooperage Manufacturers

The lack of a big boom during the cane-grinding season is not altogether due to the increased use of substitute packages for sugar, but is partly accounted for by changed business conditions. In former years the sugar men were the chief, and often the only, customers of the coopers, who often as not lived through nine lean months, sustained only by the hope of a big business during the cane-grinding season. Since that time the cooperage business has expanded, branched out in many directions, until now the sugar refiner has ceased to be our sole reliance. He is only one of many customers and his harvest does not affect us as it once did.

### Predict Sugar Refiners Will Soon Discard Substitutes and Use Barrels

The great petroleum refiners are always in the market for cooperage; the cotton oil business has had a wonderful growth, and so many other barrel users have come into the field that the sugar-grinding season can now arrive without causing a ripple in the cooperage market. The refiners are good people, all right, who still use many barrels and who will, no doubt, soon discard the substitute packages and use more barrels, but the coopers are no longer dependent on them.

### Demand for Alcohol Barrels Is Large

Louisiana now produces more alcohol than any other State in the Union, and, in spite of the steel drum and other substitutes, the demand for alcohol barrels is large.

### Cooperage Industry Should Keep Abreast of the Package Demand for New Drinks

There is still considerable demand for bottle barrels, even though the summer is over, and there are a good many high grade tight barrels needed for the syrups and flavoring extracts used in the making of temperance beverages. This demand is likely to continue and to grow. It seems that the American people are unalterably prejudiced against water as a beverage. When the law deprives them of one drink they invent another, and the cooper should make it a part of his business to show them that the barrel is the proper container for these new drinks.

### Ideal Logging Weather

For weeks the weather has been ideal for operations in the woods and at the mills, but the prices of barrels and of stock are so low that although some of the mills that have been shut down for some time are starting up again, they are not showing much enthusiasm about it. However, if the price of stock has fallen, the price of stumpage has fallen still lower, so conditions should easily adjust themselves.

### Some Mills Still Short of Help

Unemployment is so great in the cities that labor is at last being gradually forced back into the country, though some of the mills are still short of help.

### Apropos the Export Trade

A good many export shipments have gone from this port in the last month, consigned to almost all quarters of the globe, but all were astonishingly small, and if combined would scarcely equal one shipment of former days. The best that we can say about the export trade is that it has been worse, and such shipments as are made indicate an unmistakable improvement in conditions. England, strange to say, is our best customer. Every country in South and Central America now buys a little stock. Mexico, too, buys staves, but we are ashamed to mention the amount, it is so small, smaller, in fact, than the purchases of China.

### Coming Vegetable Harvest Forecasts Unprecedented Demand for Barrels

Vegetable growers have broken all records in the extent of their plantings this fall, and in due time there will be an unprecedented demand for vegetable barrels. Some barrels of this class are being used even now.

### Louisiana's Timber Conservation and Reforestation

Louisiana has taken the lead in the matter of timber conservation and reforestation. If all other States followed her example there would be no need for uneasiness regarding the timber supply of the future.

In this State the owners of cut-over land may turn it over to the State for reforestation under a fixed assessment value for from fifteen to forty years. The contract, which is drawn under the State forest conservation laws, provides for the protection and cultivation of the land to be reforested, and requires that each owner shall provide supervision of the guards for the property. Up to this time it is said that upwards of 500,000 acres have been offered to the State for contract reforestation.

### State Is Planting Trees

The State just at present is engaged in a tree-planting enterprise that can scarcely be classed as reforestation for trees are now being planted where no forests have ever grown, in fact, on a spot that was open ocean when DeSoto did his exploring, and on land that has been built up by the big river since his day.

The State has set aside some 60,000 acres of land about the mouths of the Mississippi as a public hunting reservation. It is hard to imagine what anyone could be expected to hunt in that region, unless it were trouble, but the point is that the State is going to plant that whole area with trees. As this work goes on there is no doubt but that other areas in the delta, not adapted to agriculture, will also be planted in trees. The trees selected for planting will be hardwoods, such as walnut, pecan and oak. These are trees of comparatively slow growth, which is well enough for a State enterprise, but if quick results were required, elm, gum, cottonwood and willow could be planted, and in that soil and climate, the trees would be ready for the mill in fifteen years, and the tract would support a big cooperage stock plant forever.

### Hoop-Pole Raising a Profitable Enterprise

There is still plenty of land in the lower delta open for private enterprise, and which could probably be had for the asking, if intended for the growing of timber only. For quick results we would suggest a good-sized hoop pole farm as a profitable enterprise. Raising hoop-poles pays in other countries. Why would it not be profitable here, if you can get the land for nothing and hold it free from taxation? One good point about the location is that there would be no fire hazard whatever. The climate is so damp and the winters so mild that the ground never dries out and bakes, and there is never any accumulation of dry grass and weeds. Even in midwinter there is always enough green growth to prevent the spread of fire.

### "Speed" Is Some Barrel Men's Second Name

On October 20th, at about 1.15 A. M., fire broke out in the big box factory in Rocheblave Street, near the Old Basin Canal, and before the department could reach the scene the fire was entirely beyond control. The flames swept through the entire works, leaped across the street and ignited the cooper shop of Beck & Jones.

About six o'clock that morning a cooper, starting out to his work, learned for the first time that the shop was entirely destroyed and, of course, his tools with it. Almost at the moment that he heard of his loss he had an opportunity to purchase a new kit of tools, and did so, thinking he might soon have an opportunity to use them anyhow. He was right. The shop where he had worked the day before was in ruins, but his employers had reached the spot before him and leased the big Hirsch shop on the other side of the Canal, and had secured stock, so the man with the tools, in spite of the fire, was at work at the usual hour for starting. He was soon joined by his companions, who had secured tools almost as promptly as he had, and by seven o'clock a wagon load of new barrels went out from the newly-acquired shop to apply on an order.

The stock of staves and heading destroyed by the fire was large, and if anything is salvaged from the ruins it will be in the form of firewood. The plant was fully insured.

The new address of Beck & Jones is 2418 Conti Street, where they are likely to remain for some time, perhaps as long as a year.

Charles F. Beck, still ably assisted by his associate, E. B. Peyronin, says that he will be glad to meet any and all of his friends at the new quarters. Visitors welcomed as well as buyers.

Mr. Beck speaks of the sugar barrel trade as of something scarcely worth mentioning, but says that business in other lines is good. He says that they began receiving and filling produce barrel orders much earlier than usual this year, and he has every reason to believe that the demand will be large throughout the season.

When men have enough energy to continue business as usual without one minute's loss of time, even when their shop has been entirely destroyed by fire, it would seem that there is some life in the cooperage business yet.

## REOPENING OF BLAST FURNACES ANTICIPATES RETURN OF BUSINESS PROSPERITY BY ABOUT THREE MONTHS

"We have turned the corner for better times in this country, and business men should prepare themselves to meet the renewal of commercial activity within a very short time now."

C. Harold Wills, president of C. H. Wills & Co., made this statement to a group of the Michigan Bankers' Association, meeting in Marysville recently.

Mr. Wills' message, because of his close contact with industrial and business conditions throughout the country, was listened to with considerable interest by the bankers.

Addressing the visitors Mr. Wills said, in part:

"I am convinced that we have turned the corner in business depression and we are now in the midst of a sane upward movement. My barometer is the steel business, especially the operations of the blast furnace. It is true that not much ore is being shipped to the furnaces, but the fact remains that there is an enormous inventory of ore on hand at the mills, which now is being rapidly converted into steel and shipped out to consumers.

"It is a well-known fact that the blast furnaces are the last to shut down and the first to start in periods of depression and prosperity. They, once shut down, are not reopened unless there is good reason for so doing, for every time a blast furnace starts it costs $250,000. Blast furnace conditions anticipate business conditions usually by about three months. If this is true we can look for a resumption of healthy business conditions very soon now for the reopening of furnaces has been on the increase for some time past. We certainly have turned the corner if this is an index."

The Andover Heading Co., Andover, N. Y., has been incorporated by E. W. Sandberg, F. S. Earley and C. L. Earley, of Andover, to manufacture barrels and cheese boxes. Capital stock of the new company is $20,000.

# Louisville Reports Slight "Reversal in Form" in the Tight Cooperage Trade During Past Month–Slack Demand Improving

There has been a little "reversal in form" in the cooperage industry during the past month. With the races on in Louisville we hear a lot about "reversal in form" when a selling plater runs a bang-up good race one day, and a few days later is so slow that he delays the next race. Therefore, "reversal of form" accurately describes the cooperage situation this month.

A month ago the tight cooperage plants were running full time on barrels and kegs. Prices began to advance and it looked as if the promised good times were coming back. One company was putting out 1,200 barrels and 1,000 kegs daily. By the eighth of October the demand, for no appreciable reason, had slumped off and while the plants were still running full time they were accumulating stock. Of course, there is a limit to accumulated stock, with the result that, by the twentieth of the month, some plants were down entirely, filling orders from stock, and waiting for demand to pick up, with the prospect of resuming operations on a light basis within a few days.

### Why the Stock Manufacturers Must Hold an Intelligent Rein Over the Price Question

With the slump in demand, prices have eased off just a little on oil barrels, kegs, etc., and prices of stock are just a little easier. When keg demand became good the Southern producers of keg staves and heading began forcing up prices, but with the slump in buying they began hunting for business, which changed the situation somewhat. So much for the tight stave and barrel trade reversal.

### Trade in Slack Lines Is Improving

In slack cooperage there was some reversal, but it was upward instead of downward. With the advance in prices of gum lumber, staves and heading started upward. High grade lumber is getting scarce, due to a long period of slow mill production. Consumers are being forced to buy more No. 2 common and low grade, and then with general business a little more active and box companies operating on a better schedule, the demand for low grade is improving and with it, prices.

### Too High Stock Prices Will Kill Demand and Injure the Wooden Barrel

The slack stave and heading market is up and some barrel men are afraid it may run away again and put the barrel market so high as to kill off a good deal of the demand. The slack barrel has to sell at a reasonable price to move, as other forms of containers can be used, whereas a tight barrel is the only form of container that can be used for a good many lines. Of course, with the paper markets still rather high and with the cotton prices forcing bagging up, the slack barrel can gain a few points without being forced out of demand.

### The Slack Stock and Barrel Market

Slack cooperage is now quoted delivered at Louisville at around $10 a thousand for No. 2 staves, either 28½ or 30-inch, No. 1 staves are $15 and mill run, $12.50. Six-foot elm hoops are $15. Slack heading is 14 cents for No. 1, 17½-inch, and 10 cents for No. 2. No. 1, 19½ inch, is 18 cents, and No. 2, 13 cents. Barrels are quoted at 70a75c. for flour; potato and produce, 50 cents; lime, 60 cents; No. 2 stock, sugar sized produce, 65 cents; sugar barrels, 70 cents and salt barrels, 75 cents. Slack barrel men have not advanced their prices as yet, but are watching the new quotations on stock and getting ready to advance prices if stock does not steady.

### The Tight Stock and Barrel Market

In tight stock and barrels it is shown that stock is about the same in price, white oak oil staves being $50 a thousand; red oak, $45; spirit, $100; gum staves, $37.50. Oil heading is 40 cents for white; 35 cents for red; and gum is 27½ cents. Spirit heading is 62½c. Tight packages are quoted as follows: White oak barrels at $2.40a$2.50; red oak, oil, $2.30; spirit barrels, $4; gum barrels, $2.25; half barrels, white, $2.25; 5-gallon kegs, $1.30; 10-gallon kegs, $1.60; 15-gallon, $1.80; 20-gallon, $2; red and mixed oak kegs are 20 cents each cheaper than white oak.

### Cider and Vinegar Trade Will Increase Barrel Demand

There has been a general slowing off in demand for tight cooperage, but with the colder weather increasing cider pressing and vinegar manufacturing, better demand for barrels is anticipated. During the month there has also been some demand for oil barrels, which is a bit unusual in that the petroleum industry itself has been buying. Demand, as a whole, is spasmodic, and while it is unsettled, there should be some very fair business done before the first of the year, while the general impression is that things will be much better next year than they have been during this year.

### Slack Cooperage Plant Operating Daily

The slack cooperage plants report that they are operating every day, and while not up to capacity, business is much better. Produce business has been better and with a big potato crop this year there will be a larger potato barrel demand than usual, although only a small part of the crop is placed in barrels. Apples and dressed poultry are two lines that are taking barrels. With the opening of the car lot movement of dressed turkeys to the Eastern market next month, slack barrel demand will be even better. Flour barrel demand is fair.

### As to Stock Manufacturing

General reports from the South show that the little flurry in production of staves and heading when the barrel business became active, has let up for the time being, although companies which operate mills to supply their own barrel plants with material, are producing a little stock. Labor in the South has been a little scarcer, due to harvesting and the fact that lumber mills are more active.

### Price Markets Changing Daily

Daily changes are being made in quotations on slack barrel stock and many new quotations are being received. Everyone is keeping in close touch with slack prices and expecting that barrel prices will be advanced almost any day.

### Louisville Cooperage Co. Is Operating Two Mills

The Louisville Cooperage Company is down temporarily, but expects to resume operations within a few days, but on a more limited basis. For several weeks it operated at capacity, until a stock was accumulated. The company is running two of its stave mills, one in Louisiana and the other in eastern Kentucky, one producing staves for kegs and the other barrel staves. The company is cutting no heading at this time.

D. H. Quigg, of the Smith Cooperage Co., reported much better slack barrel business, and is fairly well satisfied with demand, but remarked that the slack barrel makers would be forced to advance prices if material markets don't stop advancing.

The Chess & Wymond Co., having a good deal of business booked and having been active in going after it, have been able to keep going on a fair basis, but admit that business is a little slower than it was. The company is operating spasmodically at a few of its Southern cooperage stock mills, but not pushing production in any sense of the word.

### Mr. Marc Wymond and Bride Have Accident

Marc Lewis Wymond, of the Holly Ridge Lumber Co., son of C. S. Wymond, of the Chess & Wymond Co., ran into mighty hard luck on the night of October 18th, his wedding night, when he married Miss Emma Candy Speed. Following the wedding there was a reception. Mr. and Mrs. Wymond then started for Mrs. Wymond's home to get ready for the honeymoon trip. At a street intersection his car met another car, resulting in all four of the persons in the wreck, two in each car, going to the hospital. Mrs. Wymond was so severely cut by flying glass that for a time it was feared she would not live. However, she is getting along nicely, and Mr. Wymond is almost recovered.

## TRANS-CONTINENTAL OIL CO. TO ENLARGE PLANT

The Trans-continental Oil Company of Fort Worth, Texas, has decided to enlarge their refinery to a capacity of 9,000 barrels per day. A refinery of this size is quite a quantity consumer of barrels, a fact which does not make the cooper frown.

## THE WYTHEVILLE COOPERAGE CO., INC., DISSOLVES

By mutual consent The Wytheville Cooperage Co., Inc., Wytheville, Va., has dissolved. C. K. Lemon, of the Roanoke Cooperage Co., Roanoke, Va., and W. B. Davidson, of Wytheville, Va., were the interested parties. Mr. Lemon has acquired all the stock of the dissolved company, while Mr. Davidson will locate at once at Vienna, Va.

## INCREASE IN OIL PRICES MARKS SUBSTANTIAL BETTERMENT IN TRADE CONDITIONS

A stir was created among oil men in Pittsburgh, Pa., October 11th, when it became known independent refiners in the principal counties were offering a premium of 15 cents a barrel over the quoted price of three dollars a barrel for Pennsylvania crude.

Many producers, it was stated, were holding their oil for higher prices and in some instances twenty thousand barrels in single lots were being kept off the market. During the week of October 11th, price of crude oil, according to reports, advanced 50c. per barrel in nearly every oil-producing section of the country. During the same period the demand for refined oil products, both for domestic as well as export use, showed a marked increase.

The law of supply and demand, which has always been the regulator of prices, offers today conclusive proof of the substantial betterment of conditions in the oil industry.

## OIL EXPORTS FROM PHILADELPHIA OPENING UP

Philadelphia second-hand tight barrel dealers are about to enter upon a period of rushing business if the trend of the trade of the last few weeks is the criterion by which the situation can be correctly judged. The large oil companies exporting from this port are the greatest consumers of cooperage in the local market, and during the past month they have come forward with a strong demand for containers. All during the past summer, when foreign shipments were practically at a standstill, it has been the policy of the oil companies to allow the dealer to carry the burden of large stocks while the companies kept their storage yards virtually stripped, for which reason the demand that is now active may have real significance in presaging a resumption of oil exporting on a large scale.

Prices on second-hand oil barrels have advanced approximately 50 cents over the low figures of June and July, the market at present being around $1.75.

In the event of an approximately normal export movement it will take but a short while to clean up the stocks of barrels at present held by the dealers, who will then be forced to look to outside markets to replenish their yards. The exorbitantly high freight rates prevailing on second-hand cooperage will unquestionably act as a deterrent to the free movement of barrels into Philadelphia and it is hoped by the local dealers that an early reduction in tariffs will be effected.

Aside from the revival in the oil barrel line there has been a very marked call for grain and denatured alcohol barrels, as well as glucose and syrup containers.

## POTTERIES IN OHIO WORKING NEAR CAPACITY

The pottery industry centering around East Liverpool, Ohio, is reacting to the country-wide stimulation of business in a very satisfactory manner.

General ware potteries in the eastern Ohio district and upper Ohio valley are operating on more active schedules now than at any other time this year. The basis is about 75 per cent., although some plants are running to capacity. A new pottery has just been placed in operation at Scio, O.

Demand for plain white ware has improved and hotel and restaurant ware sales are satisfactory, with a number of potteries working to capacity.

The increased production of the plants is already being felt in the stronger call for slack barrels.

## TEXTILE TRADE IN PHILADELPHIA CONTINUES TO IMPROVE

Decided improvement in textile lines in Philadelphia is noted in the economic review of the Girard National Bank of October 15. "Both cotton and wool manufacturers are dong more and the carpet-and-rug industry is experiencing larger demand," the review says. Full-fashioned hosiery mills are receiving more orders than they can fill. Activity in the textile plants means increased call for dyes, which in turn means more barrels.

## GLASS FACTORY AT MILLVILLE, N. J., RESUMES OPERATIONS

Fires have been lighted under a continuous tank at the glass works of T. C. Wheaton & Co., and the factory will resume operation October 31. The furnace is one of the largest in South Jersey. The Whitall Tatum Company lamp-room department has been started full blast.

Slack barrels should be an item of interest to the Wheaton Company now that they have resumed operation.

## MAY REBUILD BURNED STAVE PLANT

The recently destroyed plant of the Byron-Foster Stave Co., Selma, Ala., may be rebuilt, according to report of plans to this end now being made. The fire loss on this plant was estimated at $43,000.




# THE NATIONAL COOPERS' JOURNAL

**Devoted Exclusively to the Cooperage Industry**

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, NOVEMBER, 1921 No. 7

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## ASSOCIATION MEETING

**The Associated Cooperage Industries of America will meet in Semi-Annual Convention at the Hotel Traymore, Atlantic City, November 9th, 10th and 11th. Every one in the trade should be on hand.**

## NEW ADVERTISERS

**Mill Shoals Cooperage Co., St. Louis, Mo.**
**Hudson & Dugger Co., Inc., Memphis, Tenn.**
**Liberty Cooperage & Lumber Co., Fort Wayne, Ind.**
**Clough & Witt Machine Co., Cleveland, Ohio.**
**South Side Cooperage Co., Pittsburgh, Pa.**
**Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa.**
**The Jos. Bogner Barrel Manufactory, Buffalo, N. Y.**

## NOVEMBER A MEMORABLE MONTH

From now on and for all time the month of November will be a memorable one and a month that will grow more sacred in the hearts of the people as year after year adds to the total of man's understanding of the great events that have registered their culmination or their beginning in this month.

Who can forget the soul-stirring experience of November 11th, 1918—Armistice Day—when the whole world spent itself in voicing its relief from the sorrows, terrors and destruction attendant upon the great war. And who, if they would but allow themselves, cannot recall vividly the horrors of the mad war years as well as hear sounding clearly throughout the land that saving cry for all humanity, as voiced by one who had shared deeply in the awfulness of the late carnage. "The world dare not have another war lest humanity be totally destroyed."

The Disarmament Conference due to open at Washington, November 11th, and, for which conference representatives of practically all nations are already assembled, is but the answering response to the cry as above quoted. Man, in his onward march, has at last reached an unfoldment level which demands that he shall now decide definitely as to his future welfare and what this decision will be the faith of the majority has gilded with the highest and finest expectations. There are too many wonderful world-uplifting and race-benefiting things for man to do with his supreme equipment of steadily increasing knowledge and power to longer allow him to lend himself, his equipment or efforts to ends that breed destruction in any form detrimental to humanity. With reduced armament will come final disarmament, for the first move will show the ease of the undertaking and the splendid results accruing so that the final action will be but a short second step.

The world, as a whole, is not only ready for a new day, but it is already far into its new day, the rising sun of which day, as we view it, is the disarmament conference. That every success may attend this conference and thus crown with deserving credit the efforts of President Harding while yielding to each and every nation, and the peoples represented, the fullest degree of satisfaction, confidence and encouragement for the future is, we believe, the predominating hope of all who are given ears to hear and *do* hear, given eyes to see and *do* see, given understanding and *do* understand.

Truly, the "Nations of the world shall come together and their watchword shall be Peace." Disarmament, in its finality, means Universal Peace.

## THE WOODEN BARREL'S NATURAL HERITAGE IS SCIENTIFIC CONSTRUCTION

No address to be delivered at the coming semi-annual convention of The Associated Cooperage Industries of America, at the Hotel Traymore, Atlantic City, N. J., November 9th, 10th and 11th, will approach in special interest and importance the one to be delivered by Col. G. E. Carleton, of the Bureau of Explosives. Col. Carleton will speak to the cooperage men on the "Standardization of Containers" for all classes of freight, and plans to this end are already formulated and in course of preparation by the Bureau of Explosives.

Col. B. W. Dunn, of the Bureau, addressed The National Association of Box Manufacturers assembled in semi-annual convention at Atlantic City, N. J., October 5th-7th, at length on this same subject, and reading his remarks to the box men we were particularly impressed with the basic statement whereon will be reared, as Col. Dunn affirms, the structural lines and working rule of the task in hand.

After outlining most specifically the work the Bureau is already doing in the way of properly equipping engineers, who will, when fully ready, set forth to obtain from all package manufacturing and package using industries the needed information and data from the mass of which, in due time, it is believed, will come the final standardization of containers, Col. Dunn said:

"If we were looking solely to the interests of the railroads, we migh possibly tell this engineer to design a package which will surely carry the product through without leakage under any kind of rough handling. It is not intended to do anything of that kind. My instructions will be to look for the best package that is in general voluntary use as a tentative thing to pick out for a standard.

"Where you find such a package in general use, much better than many of the packages in use in the same industry, I think it is quite fair to assume that that better package is there because some far-seeing man or group of men, either in the shipping line or the container line, has realized that money put into that package was well spent. If we find that that is true, then it is not asking too much of other people to gradually work up to that standard."

Col. Dunn further said, and truly:

"This is an engineering age. Anything that is mechanical in design or construction must pass through the engineer's hands before it gets anywhere else, and you in the country at large, it seems to me, have been negligent in not developing your engineers and putting them on the job before you settled down to say what you were going to do."

On this last statement the cooperage industry can, not only resuscitate its flagging faith in its trade package, but can see revealed the "why" of the life of the wooden barrel throughout the centuries, as well as the assurance of its continued prestige throughout all time as the King of Shipping Packages, for the wooden barrel's natural heritage is scientific construction. Such loss in standing as the wooden barrel has sustained as a shipping container is not due to the barrel itself, but to its makers. The same treatment, poor material and poor workmanship, coupled with absolute apathy on the part of the cooperage industry as to what befell its trade package, would have long since eliminated any other container save the wooden barrel.

A standardization of shipping containers can do naught else for the wooden barrel, as we see it, save to restore it to use in all those rightful fields which it once served so well. The cooperage industry working as a unit in boosting its trade package and then rendering "Quality Stock" and "Quality Barrels" service will make this restoration sure. Will you do it and put the wooden barrel where it belongs?

## QUOTE STOCK PRICES ON COST PLUS REASONABLE PROFIT BASIS

A survey of the slack stock cutting country of the Middle West, develops a series of facts that lead to an apparently logical conclusion that ere long the slack branch of the cooperage industry will be in the throes of a stock shortage. The belief that a scarcity is inevitable is widespread and is gaining adherents daily. This belief is based on conditions existing in and around those sections of the country that produce the bulk of slack barrel material. The salient points of the situation might be set forth as follows:

A rapidly-growing demand.

Production not keeping pace with consumption.

A relatively small supply of logs at the mills.

Comparatively small-scale logging operations in the woods.

The above facts can be verified singly and severally by investigation, and, considered in sequence, they admit of but one conclusion. The prospect could be made less apprehensive if all manufacturers would bend their every effort to the one end of getting out as much timber as is possible before work in the woods becomes impracticable.

However, the real concern of the situation is not held in the mere fact of an impending shortage of stock—the greatest peril to the industry lies in the attitude that the stock manufacturers will assume in the matter of price, should the threatened scarcity actually become acute.

It is generally admitted that the price-level on cooperage stock that was reached last year—a level that the consuming public felt was exorbitantly high—had a markedly detrimental effect on the industry as a whole. It is true that in many cases consumers bid against one another for stock and were in greater or less measure responsible for bringing about a condition that they afterwards decried, nevertheless the fact remains that the barrel, because of its unprecedented high cost at that time, lost something of its popularity. While many plausible and convincing arguments can be advanced to justify the prices which were obtained when stock was selling at a premium, it is greatly to be hoped that future quotations on staves, hoops and heading will be made on a cost plus reasonable profit basis, rather than on "what the traffic will bear." Present selling prices are unquestionably below the cost of replacement and there will of necessity have to be a revision upward, but there is a point beyond which they cannot go except to the lasting hurt of our industry.

It can safely be assumed that the welfare of the wooden barrel is a matter of vital import to every individual interested to any degree in the cooperage industry, and the preservation and advancement of our trade demands that a sober and sane policy of quoting prices be pursued during the coming year if we are to retain the patronage and support of container-using lines.

## MENTAL ATTITUDE OF STOCK MANUFACTURERS REASON FOR MARKET PRICES DURING PAST YEAR

The past month has exemplified the fact that the unsatisfactory prices during the year have been very largely due to the mental attitude of the manufacturers and dealers. Early in the month many of the farmers found that instead of their fruit crop being an entire failure, that they would have a few apples, and they began buying a few barrels, which prompted a number of coopers to each buy an odd car of cooperage. As a result, the pendulum in cooperage prices began immediately to swing upward. Therefore, this month's business has been very satisfactory, for, as is usual when the pendulum swings that way, the seller was pleased to get a little more money than he had heretofore received and the buyer was pleased when the price went a little beyond what he paid. For the man who stands between the buyer and the seller it is refreshing to go through such a period, although the period may be short.

It is hoped that this month's activity in the business will stimulate a tendency on the part of the buyers to anticipate their coming winter requirements so that the same degree of satisfaction will continue during the balance of the year—this is what we all want to see.

## BACKBONE OF BUYERS' STRIKE HAS BEEN BROKEN AND BUSINESS MEN ARE BEGINNING TO GAIN CONFIDENCE, SAYS JAMES INNES

It looks at last as if the backbone of the buyers' strike had been broken, and that business men are beginning to gain some confidence. Selling cooperage stock below cost, in fact below cost of replacement, has been the custom for months and, if continued much longer, would put the cooperage stock manufacturers out of business.

There has been more movement of slack barrel stock during October than for months previous. This is at least encouraging to the manufacturers, and with the market still rising, demand and consumption increasing, stocks on hand will soon be depleted. This will give the manufacturers the incentive and the cash to go on producing, provided they are assured of a stable market.

Tight barrel stock, in some lines, has also been mov-

ing freely for home consumption. The export trade is still quiet, with very little sign of improving until after the New Year.

Production of tight barrel stock is abnormally light, especially split staves and heading, and with the higher price for cotton, which has put up wages in the South, this material cannot be produced until prices are higher than they are at present. If only a moderately increased demand for tight barrel stock comes present stocks will soon disappear.

## LONG-LOOKED-FOR PERIOD OF SATISFACTORY BUSINESS CONDITIONS SEEMS TO BE AT HAND, SAYS FRANK M. SCHERER, VICE-PRES. NATIONAL MFG. COMPANY

The change for the better became more pronounced during the last thirty days and the long-looked-for period of satisfactory business condition seems to be at hand.

The improvement in cotton, which started a month ago, was a deciding factor insofar as the improvement in the South is concerned. While general demand for stock has not greatly exceeded that of thirty days ago, the outstanding feature is the advance in price, due principally to the fact that very little finished stocks are on hand at the Southern mills and logging has been delayed, so much so that some of the mills will not be able to resume operations as early as expected.

There has been a general improvement in the hoop market, both elm and wire. Short lengths in elm, such as 5 feet and 5 feet 3 inches, are very scarce at this writing and in good demand. While there is no scarcity of the longer lengths, 5 feet 6 inches and 6 feet 9 inches, there is, nevertheless, a fairly good demand and the mills are realizing more than during the late summer.

In southwestern staves, No. 1 and No. 2-30-inch are in good demand and many mills are quoting $10.00 for the No. 1's and $6.00 for the No. 2's. In 28½-inch the demand is not so great for No. 1 stock, but No. 2 staves are bringing fairly good prices.

A surprising situation in southwestern staves is the market on fruit stock. Practically all during the summer the mills have been getting from $6.00 to $6.50 per thousand, while lately with the active season over, they are being quoted and sold at $7.00 at the plant. There no doubt will be a general revision of the stave market to a much sounder basis before the first of the year.

In heading, the demand for No. 1 stock is very light. Mill run 17⅛-inch and 19⅛-inch stock has been moving in fairly large quantities, but the best demand has been for pine heading, and the cotton situation has done a good deal to advance the price of this universally-used commodity. Very few pine heading mills have been operating, but the demand has not been so great so as to cause any surplus stock. From present indications some of the mills that have been shut down will start up again, since prices are now more satisfactory.

In general, the situation is very much improved, but there is still room for more improvement and nothing will serve the cooperage industry better than a large attendance of both manufacturers and consumers at the semi-annual convention to be held November 9th, 10th and 11th at Atlantic City, New Jersey. As our secretary has advised, there will probably be a program adopted for trade extension, grading rules, traffic matters and many other important features. Let us hope for a large and enthusiastic gathering at this very important session.

## NEW PACKING COMPANY INCORPORATED

The Southeastern Packing Company, capital $2,000,000, has been organized to take over several independent plants that have a combined capacity for dressing 5,000 hogs and 1,000 cattle daily. The plants affected by the recent incorporation are located in Chipley, Fla., Waycross, Ga., Beaufort, S. C., Orangeburg, N. C., Wilmington, N. C., and Mobile, Ala. A. E. Davis, Mobile, Ala., and W. W. Love, Beaufort, S. C., are president and vice-president respectively, of the new concern. The Southeastern Packing Company should furnish some good business for our southern cooperage dealers.

## COLWELL COOPERAGE CO. HAVE MOVED

The Colwell Cooperage Co., cooperage supplies of all kinds, have removed from 412 Greenwich Street, to the Equitable Bldg., 120 Broadway, New York, to which new address all communications to the company should be addressed.

## THE WOODEN BARREL IN THE NORTHWEST APPLE BOX TERRITORY

The following interesting and encouraging news report, so far as barrel boosting is concerned, was noted in the Commerce and Commercial Bulletin of October 8th. The report says:

"Ten thousand barrels of apples are to be shipped from the Pacific Northwest in barrels this year as the result of the entry into this field of an Eastern concern, the Price-Smith-Willman Company, of St. Joseph, Mo.," says a statement from Portland. "This will be the first time that apples have been shipped from the Northwest in barrels and will be the first time that other than the first-class apples have been sent East of the Rocky Mountains from this section.

"The plan for shipping large quantities of the No. 2 and No. 3 apples, which are good in quality, although small in size, is due to the demand in Eastern markets this year for the Northwest fruit."

The JOURNAL opened up correspondence with Messrs. Price-Smith-Willman Company immediately, and while, up to time of going to press with the November issue, we have no direct report from them, we do, however, look to have something special to say on "The Wooden Barrel and the Northwest Apple Trade" in the December JOURNAL.

## PRESENT FREIGHT RATES REPRESENT 25 PER CENT. OF TOTAL COST OF PRODUCTION, SAYS W. R. FOLEY

That present freight rates stifle the hardwood industry was the testimony of every hardwood man appearing before the Interstate Commerce Commission in the fight before that body to effect a reduction in freight rates. The case was that of the Southern Hardwood Traffic Association, et al., versus the Illinois Central Railroad Company et al., and the first hearing was on the morning of October 4. It has now been taken under advisement by the Commission and a decision can be expected in the near future.

The railroads all put up the plea that they would be so badly affected by a reduction in hardwood lumber freight rates, as in other forest products rates, that they would be seriously crippled. The lumbermen showed where they were already crippled and that it was impossible for them to continue in business if the rates were to be continued for any long period of time.

W. R. Foley, vice-president of the Chickasaw Cooperage Company, Memphis, Tenn., and the Pekin Cooperage Company, New York, with 41 operations, stated that only one of the 41 mills was running now. Mr. Foley estimated that railroad transportation rates now represented 25 per cent. of the total cost of production. He said that if rates were reduced to a proper level all of the plants of the Chickasaw Cooperage Co. and the Pekin Cooperage Co. would be placed in operation and labor employed.

A decision and relief from present excessive freight rates is expected within thirty days.

## TIGHT BARREL MANUFACTURERS SHOULD SUPPORT THIS

At the recent convention of the National Paint, Oil and Varnish Association, plans were formulated to launch a campaign to make the coming year a "paint up" year throughout the nation. If the consumption of paints, oils and varnishes can be stimulated to any appreciable degree by the association it will of necessity react to the benefit of the tight barrel business, for which reason the barrel manufacturers should take more than a merely perfunctory interest in the movement. Active moral support would cost nothing and would tend to turn some real business into cooperage plants.

## MEMPHIS TO HAVE NEW CROCKERY FACTORY

The Goodwin Crockery Company, which has recently been incorporated with a capitalization of $125,000, will in the very near future establish a factory at Memphis, Tenn. The plans for the new plant are comprehensive and complete and it is expected to start operations at an early date. This means casks and casks mean business for the cooperage manufacturers.

## NEW SYRUP PLANT TO BE BUILT IN FLORIDA

The Egyptian Syrup Production Company has had plans drawn up for the erection of a new plant at Mariana, Florida. The estimated cost of the work is approximately $150,000. Four hundred tons of sugar cane will be handled daily. This plant should develop into a quantity consumer for some enterprizing tight barrel manufacturer.

## GREATEST PROSPERITY EVER EXPERIENCED IS JUST AROUND THE CORNER, SAYS SECRETARY DAVIS

From every section of the country, according to bulletin from Washington, D. C., there comes reports of marked activity in all lines of commerce and industry. One of the best signs of the times is information coming from the steel manufacturing centers, indicating a general resumption of operation on the part of steel industries.

Ten thousand men were added to the payrolls of steel plants in the vicinity of Warren, O., during the first week of October, and in the Pittsburgh and other districts additional hands are being taken on as fast as idle plants can be made ready for operation. Throughout other sections of the steel manufacturing States mills are being reopened and their starting can be said to be indicative of the coming of a prosperity that will be both actual and permanent.

Secretary of Labor Davis recently made a talk to fire insurance men at Columbus, O., and in his remarks had the following to say:

"The greatest prosperity ever is just around the corner. It will not be a return to normal, but a sweep beyond that to the highest pitch of good times. I can see the greatest prosperity the United States has ever known. It is near at hand."

The administration of the government is anxious to help business and every effort is going to be made by President Harding to have passed such legislation as will make prosperity and progress in the United States come immediately to the front and stay there.

## IN THE STUDY OF DEPRECIATION THERE IS A DIFFERENCE BETWEEN GUESSING AND ESTIMATING

Of unusual interest to the various industries is a study of depreciation as it relates to production, just made by the Fabricated Production Department of the Chamber of Commerce of the United States.

The results of the investigation are given in a pamphlet issued by the Department. This pamphlet offers suggestions to ease the burden of depreciation in this period of business recovery; notes the importance of obsolescence; discusses the relation of depreciation to fire insurance; includes and explains a useful form of property ledger; points to the great need of establishing standard or guide rates of depreciation in all commodity lines and emphasizes the great importance of including depreciation in every-day current costs.

"Each twist of the handle and blow of the hammer help to wear out plant and equipment, and the particular job or process that causes this loss should bear the cost," according to the pamphlet. "The basis of lower prices must be a greater efficiency, and complete costs. To that end, everything turned out by the factory should bear a proportional cost of depreciation."

The advisability of adjusting depreciation to production is carefully developed in the pamphlet. It is set forth that "during war-time, production equipment was operated at a pressure far above normal, entailing extraordinary wear and tear, to compensate which an extra allowance for depreciation was recognized as necessary. If this was so, if excess operation meant excess depreciation, is not the converse true? Does not light operation warrant scaling of depreciation? Are manufacturers not justified in minimizing their losses by adjusting depreciation charges to the flow of depreciation?"

Attention is directed to the need of giving the factor of obsolescence the consideration and allowance it ordinarily deserves when determining the useful life and rate of depreciation of machinery and equipment. On this point, the pamphlet avers that "property is most generally replaced before it wears out by something bigger and better. Give the American business man a machine that will render better and cheaper service, and he will scrap his present equipment, even though the paint has not worn off."

The pamphlet makes a plea for business men to abandon rule-of-thumb rates of depreciation, to study their own depreciation situation, and check their experience with that of their trade group.

"The best judgment regarding depreciation would be only an approximation frequently belied by subsequent experience, but there is a difference between guessing and estimating. A guess cannot be justified. It is a hit-or-miss affair. An estimate of depreciation attempts to take in all the factors governing a given situation, to assign weights and importance to them, to rely upon past experience and actual inspection of property, to differentiate between the various kinds of machinery, building, etc., and to apply depreciation with reference to a particular asset or a group of assets."

For the proper recording of depreciation, the pamphlet provides a useful and simple form of property ledger.



## BURLEIGH H. JACOBS, CHAIRMAN OF THE SLACK COOPERAGE GROUP, IS DOING FINE WORK FOR WOODEN BARREL

That a real live wire was set in action when Burleigh H. Jacobs, of the Kenneth Jacobs Cooperage Co., Milwaukee, Wis., was elected chairman of the Slack Cooperage Group of The Associated Cooperage Industries of America, is being most convincingly proved, and that Mr. Jacobs not only brings thoroughness and enthusiasm to his work in the interests of the slack barrel, but that he well knows the best lines to pursue in order to achieve the best results, is very certain. Following is the latest bulletin sent out by Chairman Jacobs and it is "alive" in every sense. Read it and rejoice that the real spirit of bigness and progressiveness is among us, and because of this fact the wooden barrel—The Perfect Package—is bound to be properly boosted from now on:

"The writer has just returned after an extensive business trip which culminated in a meeting in Minneapolis with the managers of the North Star Barrel Co. and the Hennepin County Barrel Co. The object of this meeting was to talk over the situation in regard to the use of flour barrels by the millers. The Minneapolis situation has been a peculiar one. They make many kinds of flour barrels and the mills require that they keep a large quantity of each kind on hand. It is therefore necessary that they carry a tremendous stock. The Minneapolis shops were caught with a bigger supply of stock on hand when the price took a tremendous drop, than shops in most other centers. They have only one outlet and that is to use this stock in flour barrels. It is impossible to write off all this loss at one time and they have therefore had to reduce their price of barrels more slowly than has been done in other centers. As a result of the conference the Minneapolis shops are again going to lower their price on flour barrels. This reduction will not be as large a one as some of us have hoped for, but upon entering into all the items of cost, the expense of making and keeping on hand the various kinds and styles of packages used, this reduction seemed to be a fair one and the price established one that is equitable.

MR. BURLEIGH H. JACOBS
CHAIRMAN SLACK COOPERAGE GROUP

The cotton sacks have taken quite a jump in price and the October 1st prices are as follows:

| | | | |
|---|---|---|---|
| 98-lb. | cotton, | $157.00 per M. or 31.4c. | per bbl. |
| 49-lb. | cotton, | 112.75 per M. or 45.1c. | per bbl. |
| 24½-lb. | cotton, | 72.50 per M. or 58c. | per bbl. |

### The Flour Barrel Differential

The flour barrel differential is figured on a 98-lb. cotton sack or practically 32c. per bbl. It is proposed to establish a price of 77c. for flour barrels, which would make the differential 45c. With the price of cotton going up and the possibility that this reduction in the price of barrels will cause an increased demand for the flour barrel, it will give Minneapolis and Buffalo shops a chance to get rid of what high-priced stock they still have on hand and then a further reduction may be looked for.

With the quantity of flour barrels being used today, the making cost and the cost of overhead is so great that it is all out of proportion to what it would be if the consumption of flour barrels were to even increase 50 per cent. This is true in all of the flour-consuming centers and if the millers will make an effort, with this reduced differential, to sell more flour in wood, it will result in a further lowering of the differential. This matter is now being taken up with Mr. Olson, chairman of the Millers' Differential Committee, and it is hoped that they will establish this differential as recommended.

### Will the Stock Manufacturer Help to Place the Wooden Barrel in the Flour Field

There has been a slight increase in demand for flour barrel material and the price of flour barrel staves has increased accordingly. Thirty days ago No. 1—28½-inch gum—could be bought at $11 per M. to $11.50 per M., while today the stock manufacturers are asking from $12 to $12.50 per M., delivered at Minneapolis. The point has been raised that the minute a slight demand is created for flour barrel staves, the stock men immediately jump their price, and if the price of cotton sacks goes up this is another good reason to increase the price of flour barrel stock. This vicious circle, if again resumed, will not give the flour barrel a chance to get back any of its old prestige and it is my opinion that if the price of flour barrel staves be kept down to as low a point as possible for at least six months, it will materially aid in restoring the flour barrel to favor. If, however, the stock men insist on increasing the price the minute there is an increased demand for this stock, they are going to cut off their nose to spite their face. As I have said before, this tendency has already been shown and it is hoped that wise counsel will keep this price from jumping out of line.

### An Open and Absorbing Mind Gains Knowledge and Gives Results

There have been quite a number of docket hearings and railroad rate matters come up in the past few months, one of them being Southern Docket 63, Submittal No. 3158, in reference to the movement of slack barrels between Carolina points. While your chairman is not a traffic man, he has learned considerably more in the last few months on traffic matters than in his ten years previous experience. It seemed as though this change from a point-to-point rate to a graduated scale based on a mileage basis would work a distinct hardship in some cases. The writer went to St. Louis and entered into a conference with Mr. Hirt and Mr. Krafft and after careful consideration decided that the association would take no action at the present time as there are still two more steps which must be taken before this can become effective and we will have an opportunity to present our case at either of these points.

### The Informed Man Is the Successful Man

In reference to the coming convention, it seems to have been the policy in the past that the minute that business was slack the manufacturing cooper immediately decided to cut out the expense of going to the convention, while at the same time the stock men gather in force. It is hoped that the attendance at this convention will prove that the barrel makers have learned a lesson in the last five years. It is now recognized that it is better business to attend conventions and get the latest information on the stock situation and to feel the pulse of the industry as represented by the many centers. The man who sits in his swivel chair and hopes that the orders will come in is going to be left behind, and the man who gets out and hustles, who follows up each cue that may lead to new business, and who keeps himself posted on every change in his line, is the man who is going to get the orders. Now is the time to be an optimist when business is good is the time to be an optimist and not a pessimist. Anyone can be an optimist when business is good. The man who goes into an office looking for orders, with a sour face, is not going to get an order, and the man who goes around looking for sympathy generally meets two swift kicks well placed. So let's everyone buckle down, roll up our shirt sleeves and dig in. This is the only way you will get orders.

## ARE CUTTING LUMBER AS WELL AS STAVES

The Lucas E. Moore Stave Company, New Orleans and New York announces that it is changing its hardwood mill at Mobile, Ala., from a circular to a band rig, while a resaw is also being added. When completed the plant will have a producing capacity of 50,000 feet per day. The change from circular to band will permit of the company engaging in the manufacture of hardwood lumber for both domestic and foreign trade as well as the cutting of flitches for staves.

## EXPECTS GOOD DEMAND FOR STAVES

The Augusta Cooperage Company, Augusta, Ark., has placed its two slack barrel stave mills in operation, logging operations for the plants being also resumed. The Augusta Cooperage Co. is looking forward to a good winter demand for its stave output.

## OLYMPIC COOPERAGE COMPANY AMENDS CHARTER

The Olympic Cooperage Company, Port Angeles, Wash., has amended its charter to show an increase in capital stock from $30,000 to $100,000. The Olympic Cooperage Company is preparing to materially expand its cooperage manufacturing operations.

## STAVE MILL IS LAYING IN TIMBER SUPPLY

Frank O. Gwynn, superintendent of the Leachville Stave Company, Blytheville, Ark., recently announced that work of securing a timber supply was under way.

## J. A. WARNOCK AN AGGRESSIVE AND EXPERIENCED TRADE EXTENSION WORKER

That each succeeding president of The Associated Cooperage Industries of America is growing more and more alive to the need and necessity of appointing active and progressive members on all working committees, is an established fact, and that such workers, as appointed, are demonstrating most convincingly the valuable characteristics which comprise their equipment for the tasks allotted them is most encouraging.

J. A. Warnock, vice-president and general manager of the J. J. O'Connor Co., Inc., Jersey City, N. J., and a member of the Trade Extension Committee of the Tight Cooperage Group, is, for instance, setting a pace for genuine and whole-hearted interest in his trade extension work, in behalf of the wooden barrel, that is specially worthy of both note and commendation. In Mr. Warnock the wooden barrel not only has a staunch, thoroughly experienced and wide-awake booster, but the industry as a whole has an unselfish worker and a sincere trade advocate.

Cooperage is, practically, Mr. Warnock's middle name, since his entire business life has been spent almost wholly in this line of trade. For thirty-one years, from boyhood up, Mr. Warnock was connected with the Standard Oil Company of New Jersey, rising in due time through successive positions of responsibility, first as manager of the Standard's Baltimore plant and later manager of the cooperage department of the Standard Oil Company of New Jersey with headquarters in New York. In 1916 Mr. Warnock severed his connection with the Standard Oil Company to associate himself with the J. J. O'Connor Co., Inc., being made vice-president and general manager of the company.

MR. J. A. WARNOCK
MEMBER TRADE EXECUTIVE COMMITTEE

From the business record of Mr. Warnock it is not hard, therefore, to see that his knowledge of cooperage is superior and grooved along such lines as spell "Quality" in every particular. In addition to his splendid equipment of cooperage knowledge, Mr. Warnock, in his personal make-up, embodies just the characteristics that go far and wear well in this work-a-day world of winning business and friends. In Mr. Warnock the wooden barrel has a booster who knows its merits and who will spend both his knowledge and and experience, his time and money, unstintingly in working for its interests, and it is just this kind of boosters that the wooden barrel must have if it is to not only stand securely in the package-using fields, but forge ahead in the way of increasing and extending its trade in these fields.

The JOURNAL is glad that Mr. J. A. Warnock is a member of the industry which it serves exclusively, and we are appreciative of the work he has done, is doing and will continue to do on behalf of our trade package, the Wooden Barrel—The Perfect Package—in which expression we believe all who know "J. A." will join and subscribe heartily. All credit to our barrel-boosters. May they increase both in numbers and in activities.

## LUCAS E. MOORE STAVE CO. NOW LOCATED IN NEW HIBERNIA BANK BUILDING

The New Orleans, La., headquarters of the Lucas E. Moore Stave Co. is now located in the Hibernia Bank Building, suite 1119, the company having removed their offices from the Weis Building. The Hibernia Bank Building is one of the finest and largest office buildings in New Orleans. It is twenty-three stories in height and has just been completed. The Lucas E. Moore Stave Company's suite is handsome and finely located.

# THE PULSE OF THE TRADE

## Comprehensive Reports of the Leading Cooperage Centers that Mirror Business Improvement

### "LOOP" DISTRICT IS PULSE OF CHICAGO COOPERAGE TRADE

The pulse of the cooperage trade in Chicago registers most plainly in the "Loop" district. There the casual observer or the diligent seeker after information can collect opinions and gather impressions that truly reflect the condition of local business. If trading is brisk anywhere about Chicago, the "Loop" is alive to the fact and is in on the deal, while, on the other hand, if business is inactive, one does not have to journey far from La Salle Street to find it out.

**Signs of Business Revival**

The local market, taking it as a whole, has during the past month shown the same general symptoms of a trade revival as have been evident in other parts of the country, although possibly not in as great a degree as some other centers. As a general premise the strength or weakness of the demand for cooperage can be pretty accurately judged by the volume of sales in staves, hoops and heading.

**Stock Demand Has Increased**

During the past thirty days the stock manufacturers and brokers have noticed a decided increase in the call for material, with slack stock showing the greater activity, and tight stock beginning to move in small volume.

**Tardy Buyers Are Placing Orders**

A stiffening in prices in slack material, coupled with a rapidly decreasing stock in the manufacturer's hands—a condition with which the consumer seems to have become acquainted—has resulted in a lot of "hold-off" business coming into the market and livening things up considerably in that branch of our industry. Sales records in numerous cases show an average increase in volume of business of from 30 to 40 per cent. over the figures of a month ago. Stock manufacturers state that prices are not yet at the level which will permit of anything like a reasonable profit being realized, but the market is on a strong upward trend and the demand is developing in such volume as would seem to indicate that cutting slack stock will be a fairly remunerative business during the coming months.

**Packing House Conditions Affect Tight Cooperage**

The tight stock situation has not as yet developed the activity that prevails in the slack division, but it is beginning to show signs of an awakening. The packing houses are not consuming the amount of packages that they usually do at this season of the year, and when that avenue of disposition is shut off, the local tight market is more or less "shot." Oil staves, also, have been in small demand, which is another big factor in the market. There is a tendency among the tight stock men to expect an opening in the packing-house demand at any moment now, with an equally strong tendency to shy at making any sort of a prediction as to the oil demand. Considerable concern is being expressed relative to both the tight and slack stock supply. It is the concensus of opinion that we are facing a shortage—as a matter of fact there is already a very evident scarcity in some sizes and material. The barrel manufacturer who had the foresight to stock up on material at the prices which prevailed during the summer, can well consider himself, not lucky nor fortunate, but shrewd and long-headed, as it is almost an assured certainty that sales from now on are going to be contracted on a rising market.

**W. H. Mead Reports Slack Sales of J. C. Pennoyer Co. Are Increasing**

W. H. Mead, head of the slack department of J. C. Pennoyer Company, informs us of a satisfactory movement in the material handled in his division. Sales are showing a marked increase, with demand for fruit staves particularly strong at this time. Mr. Mead will in all probability represent his firm at the coming convention at Atlantic City.

**J. D. Hollingshead Co. Report Increased Demand**

The J. D. Hollingshead Company reports an increasing demand for slack stock amounting to considerable volume, with tight stock moving less actively. A. L. Poessel, secretary of the company, and one of the most active barrel boosters in the industry, is planning to answer the roll call at the coming convention.

**Tight Business a Trifle Sluggish, Says B. C. Sheahan**

B. C. Sheahan, of the B. C. Sheahan Co., tells us that the tight stave business is a bit sluggish among his clientele. "Bert" was unable to state positively whether or not he could "make the riffle" for Atlantic City, but chances are that the call of the sad sea waves will prove strong enough to take him East along about November 9th.

**Lawrence Frazier Reports Decided Increase in Sales**

Lawrence Frazier, president of the Illinois Cooperage Company, is among those who say that business is better. Mr. Frazier states that the last thirty days has disclosed a decided increase in volume of sales.

**Machinery Replacements and Repair Orders Quite Brisk, says Wm. Glader Machine Co.**

The Wm. Glader Machine Company is finding business in replacements and repairs quite brisk. New machines are also the subject of some inquiry from the trade.

**E. Henning, Inc., Reports Business Coming in Nicely**

J. J. Andre, of the E. Henning Company, says that business in slack stock is coming in nicely. M. Taafe, Jr., who handles the sales in tight material, reports an increase in requests for quotations and a general stirring in trade that promises some business.

**Acme Steel Goods Co. Reports Better Trade in Steel Hoops**

The Acme Steel Goods Company report better business in steel hoops, with demand constantly increasing.

**Some Business in Tight Staves, but No Volume Sales, Says Geo. T. Blei**

Geo. T. Blei, of the Hollingshead & Blei Company, states that there is some business moving in tight staves, although the volume is not heavy. Mr. Blei is of the opinion that the tight stave market will develop a shortage due to the small supply of logs that are out of the woods, together with the short time left in which logging operations can be carried on.

### ST. LOUIS LOOMS BIG AS REPRESENTATIVE COOPERAGE CENTER

St. Louis is admittedly a cooperage center of the first importance. The number, size and strength of the firms with headquarters here make it so. All branches of the industry are represented in goodly proportion and some of our local enthusiasts will even go so far as to claim for this fair city the distinction of being the real hub of cooperdom. Be that as it may, the fact, nevertheless, remains that a real, tangible line on the cooperage situation can be gotten here with as much accuracy as is afforded by any other city in the country.

**The Question of Stock Shortage**

The two features of major importance that the past month developed were the stiffening of prices all along the line and the crystallization of the conviction among the majority of stock manufacturers here that we can not avoid a stock shortage this coming winter. The stock shortage has not reached anything like an acute stage, in fact it is more or less of a theoretical proposition as yet, but we have every condition present that gives warrant for the belief that it is not far in the future.

**The Basis of Reasoning**

The reasoning runs thusly: The surplus of staves that were cut from last year's timber and carried over into the summer is no longer large enough to take care of this season's demand; stave mills, heading mills and hoop mills have been idle practically all summer; coming along into the fall, logging operations were, for various reasons and from various causes, delayed; up until now logging is not being done in anything like normal volume; there is not sufficient time under average weather conditions, to take out the needed timber supply before work in the woods will become impossible; consumption is rapidly eating into the present stock, therefore, with production far below normal and consumption rapidly mounting, a scarcity is inevitable. Sounds logical, doesn't it?

**Low Price Levels Were Bound to Mount Upward**

The fact of stiffening prices would seem to indicate that the stock that was crowding the market in the early summer and was being "dumped" for what it would bring, has been practically cleaned up. We hear nothing about $3.50 staves at this day and date. $7.00 and $12.00, which makes a mill-run value of $9.50, is the price that is most frequently quoted now on standard slack stock. Of course, everybody who had the faintest idea as to production costs knew the prices obtaining during the past summer were far and away below the cost of reproduction. Present prices can not be expected to stand, because, predicated upon the current price of timber and labor, they show the manufacturer too narrow a margin of profit; this according to the statement of one of St. Louis' large local manufacturers whose cost sheet for the past 60 days showed figures running well over $9.00.

**The Hoop Situation**

The hoop situation develops the same characteristics, the cutters claiming that 6-foot coiled elm hoops can not be made for $11.00, which is somewhat near the current price.

**Slack Market Is Active**

The slack market has been very active during the past 30 days, practically all the dealers in the city reporting a greatly increased demand. The tight line has been somewhat dull, nevertheless there has been a noticeable increase in inquiries for stock. While there has been some strengthening in quotations, the demand has not reached the proportions of a brisk movement in this section.

**President Voll Is Busy**

E. P. Voll, the hustling and hard-working president of The Associated Cooperage Industries of America, is as busy as a honey-gathering bee right now. Beside the mass of Association work that he has to attend to preparatory to the convention at Atlantic City, he is finding the demand for slack staves increasing, and the necessity for keeping the wolf from the door forces him to devote some attention to the business of the Voll Cooperage Company.

T. H. Wiseman, head of The Robert Welch Company and The Welch Stave and Mercantile Company, reports a brisk movement in cooperage machinery and hand-tools, together with a nice volume of business in cooperage stock.

**Mill Shoals Dyersburg Mill Will Be Rebuilt**

O. T. Steudle, the aggressive and capable head of the Mill Shoals Cooperage Company, has just returned from a trip to the company's mills in Arkansas. Mr. Steudle states that the mill at Dyersburg, Arkansas, which was recently destroyed by fire, will be rebuilt immediately. Discussing the stock situation, Mr. Steudle expressed the opinion that a scarcity of staves appeared to be almost unavoidable. A loyal and enthusiastic barrel booster, "O. T." is making preparations to sit in with the boys at the Traymore from the 9th to the 11th of November.

**Better Come, Mr. Wrape**

Henry Wrape, president of The Henry Wrape Company, an institution in the industry, one of the old reliable, will be unable to be present at Atlantic City when the semi-annual assembles this month. Mr. Wrape has for years been one of the sages of the Association and that his wise counsel and sound advice will be sadly missed, goes without saying.

**Ozark Cooperage and Lumber Co. Are Logging to the Limit of Their Timber Resources**

F. S. Charlot, head of the Ozark Cooperage and Lumber Company, reports a splendid increase in sales volume in the past month. Mr. Charlot, realizing the possibility of a shortage of stock, has for some time past been advising cutters to get timber out of the woods and operate their stave mills. The Ozark Company is at present logging to the limit of its resources and operating as many of its stave knives and heading turners as it can supply.

**W. P. Anderson, Gideon Cooperage Co., Is Optimistic**

The Gideon Cooperage Company reports a very brisk business in slack material at present. W. P. Anderson, president of the company, looks upon the present situation with optimistic eyes, convinced that a return to normal volume of business is but a matter of a short time.

(Continued on page 19)



We sell everything that the

**TIGHT**

Cooper may require

*Your inquiries will receive immediate attention and will be appreciated*

**J. C. Pennoyer Company**

General Offices
8 South Dearborn St.
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Branches
NEW YORK, N. Y.
MEMPHIS, TENN.
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Also—
Slack Cooperage Stock and Machinery

ESTABLISHED 1904

**LOUISVILLE COOPERAGE COMPANY, Inc.**

MANUFACTURERS OF

**TIGHT BARRELS, KEGS and SHOOKS**

FROM FIVE TO SIXTY GALLON CAPACITY, FOR DOMESTIC AND FOREIGN TRADE

Made from Red Oak, White Oak and Gum, our packages are A-1 QUALITY, being suitable for Oil, Lard, Kraut, Cider, Vinegar, Wine, Alcohol and All Kinds of Chemicals.

WE ALSO MANUFACTURE TIGHT STAVES AND CIRCLED HEADING

Daily Capacity
1500 Barrels, 1000 Kegs and Half Barrels

*TRY OUR SERVICE—IT SATISFIES*

29th and Broadway, LOUISVILLE, KY.

STAVE AND HEADING MILLS
Bonita, La., Crowder, Miss., Viper, Ky.

*"Our Product is Manufactured Up to a Standard, not Down to a Price"*

**Hugh O'Donnell**

Meadow and Snyder Avenues
PHILADELPHIA

**TIGHT BARRELS**

NEW AND SECOND-HAND

**We are in the market for 2,000 200-lb. Galvanized Iron Pork Half-Barrels, double head; 2,000 Lubricating Oil Half-Barrels; 1,000 Spirits; 1,500 Glucose; 1,000 Turpentine. These packages must be sound and of No. 1 grade. Rush quotations f. o. b. Philadelphia.**

IF IT IS ORAM'S IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING IT FOR THE USERS

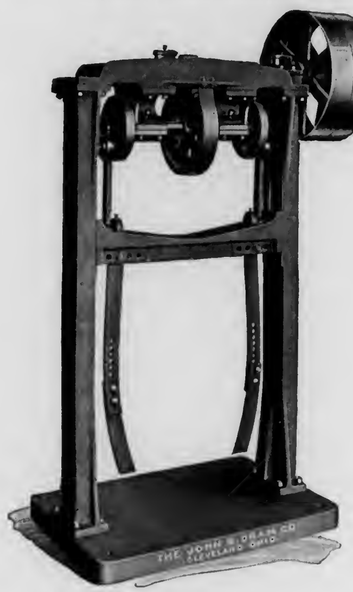
"THE OLD RELIABLE" WOOD BARRELS

"ORAM" STANDARD DRIVING MACHINE

*SIMPLE—DURABLE*

Capacity—As fast as operator can. 600 to 1,000 pkgs. per day of 10 hours properly driven.

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



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ESTABLISHED 1872
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NEW "ECONOMY" (PATENT APPLIED FOR) HEADING-UP MACHINE

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"Always the Best"

ASK ANYBODY

THE JOHN ORAM CO.

STAVE, HEADING AND BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.




WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

TIGHT BINDING TEXT CUT OFF

# WE MIX COOPERAGE STOCK

We have warehouse facilities at Caruthersville, Missouri; Mound City, Illinois; Memphis, Tennessee, and Norfolk, Virginia.

From all these points we are prepared to ship matched or mixed cars of hoops, staves and heading to any part of the United States.

As to quality, we can refer you to our permanent customers and friends, who have been faithful to us for twenty-three years.

*"The Best Stock"*

**National Manufacturing Company**

**Dime Bank Building**
**DETROIT, MICHIGAN**

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## TOLEDO, DETROIT AND FORT WAYNE COOPERAGE TRADE IS FEELING THE EFFECTS OF IMPROVED BUSINESS CONDITIONS

Those of our industry who are given to analyzing industrial conditions as applied to supply and demand, are almost unanimous in the opinion that the present increase in activity is a natural development of the stabilization and return to operation of big business, and that we can look forward to greater consumption in direct ratio to our return to national prosperity. Cooperage conditions in this territory are a good index to the general situation, due to the fact that while there is a large total of business transacted here the local consumption is comparatively small, the bulk of the material being shipped broadcast throughout the country.

The uncertain and unsteady condition of the market is exercising somewhat of a deterring influence on sales, and the reluctance or unwillingness of the stock manufacturer to contract future deliveries on the basis of the present prices is losing some business that could be placed for 60 and 90-day delivery, but even with these handicaps trade is moving along at a lively clip.

The Sandusky Cooperage and Lumber Company, Toledo, is experiencing an increasing demand in both barrels and stock. Mr. O. A. Theobold, vice-president of the company, reports a very satisfactory business in the tongued and grooved and silicated barrel which they manufacture as a specially high-grade product.

W. C. Hartman, president of the National Manufacturing Company, "The Best Stock" manufacturers, of Detroit, is planning an extensive trip through the East. Mr. Hartman is at present devoting considerable time to his steel interests, which are expanding to quite considerable proportions. While steel may claim some of his attention, he avers that nothing can win him away from the cooperage business, to which he has devoted practically his entire active business career. The National Manufacturing Company reports a very active demand for fruit staves, developed within the past three weeks, as well as marked increase in the sales through the entire line they handle.

The Struthers-Ziegler Cooperage Company, slack cooperage stock, also report a gradual and steady increase in volume of sales, with fruit staves showing unusual demand at present. They have, further, been doing considerable business in exports during the past month. Both Mr. Struthers and Mr. Ziegler signified their intention to be among those present when President E. P. Voll calls the convention of The Associated Cooperage Industries of America to order at Atlantic City on November 9th.

W. K. Noble, Fort Wayne, manufacturer and dealer in slack stock and machinery, one of the pioneers of the cooperage trade, is operating all his mills and his machine department on full schedule. Mr. Noble's son, W. J., Jr., who recently graduated from Yale, is now taking a course in the fundamentals of "cooperage," and we will doubtless soon see "W. K's" letter-heads reading " W. K. Noble & Son."

The Liberty Cooperage and Lumber Company, Fort Wayne, dealers in tight and slack stocks, in line with the other dealers in this territory, are doing a satisfactory business. W. E. Fridell, treasurer of the company, who is probably as widely known and well liked as any man in the industry, is hustling about with his genial smile and hearty manner, making friends and building business for his company.

"Jim" Donaldson, of The Vail Cooperage Company, Fort Wayne, manufacturers of tight and slack staves, and coiled elm hoops, reports a picking up of business during the past month. The Vail Company has resumed operations at their hoop mill at South Whitney, Ind.

The Capital Cooperage Company, slack stock, Fort Wayne, has, according to O. R. Brokaw, president of the company, increased its volume of business noticeably in the past month. The business increase, in the opinion of Mr. Brokaw, is healthy and sound fundamentally and the forerunner of a return to normal conditions.

## CLEVELAND COOPERAGE TRADE IS STEADILY IMPROVING

The cooperage situation in Cleveland is gradually developing a volume of sales that, based upon the steady betterment of the fundamental industries of the country, will soon pull the trade out of the slump that it has been in for the past several months.

Conditions in this market can be summed up about as follows: The tight barrel business is good, the slack barrel business is fair and showing a rapid increase, the second-hand barrel business is poor but gradually improving, and the barrel machinery business is dull but giving evidence of a revival.

### Splendid Run of Tight Business

The tight barrel makers have enjoyed good business for the past two or three months, plants running to capacity and in some instances overtime. The unprecedented demand for kegs and half barrels which began about July has continued up to the present, and, together with the regular seasonable fall demand for tight containers, has kept the factories running continually. The grape crop in this community is yet to be harvested, and tight manufacturers are looking forward to a large sale of wine barrels and kegs during the coming months.

### Steady Increase in Slack Lines

The slack barrel manufacturers have enjoyed a steady increase in volume of sales covering a period of 90 days past, with orders coming in in larger numbers and quantities every day. In July the slack business in Cleveland was approximately 10 per cent. normal in volume. Today it is between 40 and 50 per cent. normal with the larger portion of the increase developing in the last 30 days. This gratifying improvement in the slack line can not be attributed alone to the usual fall demand—it is, in the opinion of the writer, a direct reflection of the movement of the general industry of the country back to the normal level.

### Second-Hand Trade Due for Improvement

The second-hand dealers have found trade, throughout the summer and up until now, rather sluggish. This condition is, of course, directly due to the fact that those lines of industry which consume used packages have been doing little or nothing. With all industry about the city working on better schedule, the paint and varnish factories and oil plants showing renewed activity, and the usual seasonable demand of the fruit, vegetable, condiment and other lines coming into evidence, second-hand containers are, however, beginning to move in brisker manner.

### Indications Are That Stock and Barrel Manufacturers Are Planning to Go Ahead

Within the last thirty days conditions in the cooperage machinery and mill equipment lines have shown an improvement with noticeable increase in business in replacement parts and repairs and some inquiry for new outfits, all of which would seem to indicate that manufacturers of both stock and barrels are looking over their equipment and settling their plants in order, preparatory to a resumption of operation.

All together, the conditions prevailing in and around Cleveland are fraught with promise. The general situation, taking into consideration all lines of business, has improved at least 25 per cent. in the past sixty days. The steel, hardware, automobile, paint and varnish, tile and other large industrial establishments are lengthening their working schedules, other factories are resuming operation, unemployment is on the decrease and business in general is taking on a firmer tone.

The cooperage industry, being dependent upon the prosperity of the country as a whole, must necessarily feel depressions and increases in business in direct proportion to those felt in the lines that use barrels as containers. For instance, when the steel industry is in a slump, the slack keg and barrel manufacturers are affected in a like manner, and when the paint and varnish business is dull, the plants that supply the containers to that line are likewise without orders. On the other hand, when business in the various package-using lines is lively, the cooperage line feels the reaction in a good demand for barrels. With this in mind and keeping an eye on the country-wide stabilization and improvement in economic conditions, the rank and file of the cooperage firms here in Cleveland are looking forward to better things in the near future.

The local representation at the coming semi-annual convention in Atlantic City will be in goodly number. All the old-timers will be there, as well as several recent entrants to the ranks of the Association.

### Notes of the Trade

The Cleveland Cooperage Company, manufacturers of tight kegs and barrels, has been doing a very satisfactory business for the past two months. C. C. Berry, president of the company, regards the present brisk trade in tight barrels as being based on sound fundamental business progress, rather than on a freak spurt in demand. The broad business of the company keeps Mr. Berry in touch with conditions in many markets and puts him in a position to exercise a judgment that is not prejudiced by purely local conditions. Mr. Berry plans an early trip through the East, during which jaunt he will attend the semi-annual convention of the cooperage industries at Atlantic City.

The large factory of the Greif Company is humming with activity, and judging by the number of truck loads of barrels and kegs that are daily leaving the plant, business with them is anything but slow. Mr. Coyle, of the company, reports a gratifying increase in volume of sales in slack kegs and barrels.

J. R. Raible, president of the Greif Bros. Company, expressed the belief that a readjustment of freight rates will have to be made before business can swing back into the full tide of prosperity.

The plant of The John S. Oram Co., tight barrel machinery manufacturers, is running five days per week at present. W. H. Keim, the head of the company, reports a brisk business in replacement parts and repair work, and some little inquiry for new machinery. Mr. Keim also stated that the company were manufacturing a new style bilge-hoop removing machine that will be announced to the trade in the near future. Either Mr. Keim or Wm. Clark, the vice-president of the company, will attend the convention in Atlantic City in November.

W. Henry Pae, president of the Clough & Witt Machine Company, slack barrel machinery makers, says that what business is being done at present is practically all in replacement parts and repairs. Small production in slack barrels in the past six months has been reflected in decreased demand for machinery, according to Mr. Pae, but with better business in containers a corresponding betterment in the call for machinery is looked forward to.

R. P. Gerlach, president of The Peter Gerlach Company, tight barrel machinery, reports conditions with them to be about the same as they are with other machinery houses, replacements and repairs constituting the bulk of present business. Mr. Gerlach is of the opinion, however, that the prevailing busy times in the tight end of the cooperage industry will of necessity soon react on the machinery line in the way of a good demand for Gerlach machines.

The second-hand barrel plant of S. Klausner & Sons, handlers of used tight barrels, is fairly busy. This plant, by the way, is one of the most modern and best equipped shops in the country. Housed in a two-story brick building, surrounded by an ample storage yard, it is fitted out with every machine and device necessary to the perfect re-coopering of barrels. Heading machines, sprayers, steamers, washing machines, silicate baths, automatic elevators and other up-to-date equipment is included in the complement of the Klausner plant, which, under the competent and careful management of Benjamin and Nathan Klausner, can turn out prepared and ready-to-fill barrels in quantities up to 3,500 or 4,000 per week.

## PITTSBURGH COOPERAGE TRADE IS RAPIDLY AWAKENING

The Pittsburgh cooperage market has, during the last thirty days, given forth distinct and decided evidences of a resurrection. Sixty days ago the demand for cooperage was, in the words of one of the local dealers, "as dead as a mackerel," but in the latter part of September the corpse began to indulge in premonitory shakes and shivers that presaged a return to life. Along about the first weeks in October it, figuratively speaking, opened its eyes, yawned and stretched, and now, still figuratively speaking, it is setting up and taking nourishment, well on its way to a rapid recovery and speedy return to full activity.

Gone are the long face and sombre mien that were the mode in cooperage circles while business was being mourned as dead, and gone are the moist eye and the listless handshake that marked the dejected cooperage man sorrowing for the "departed." In their stead we find the smiling visage and the cheery aspect, the pleasant greeting and the hearty handshake, and the general air of satisfaction and calm confidence that is predicated only on faith in the future.

The change in the situation is due primarily to increased activity in the two lines that consume the bulk of the cooperage produced in the slack factories—glass and steel—and to the seasonable demand and bettered business conditions generally in the lines using tight barrels.

The slack factories are working at or near capacity at present and the tight dealers, of which the majority are handlers of used barrels, report a very gratifying increase in volume of business transacted in the past month. An average arrived at after a canvass of the trade would indicate that the volume of business transacted, both tight and slack, has increased fully twenty-five per cent. over that of the previous thirty days.

With liquidation about complete in the steel industry and with the glass factories increasing their output weekly, the slack dealers are looking forward to a steadily-growing demand for their wares, while the tight barrel men, who have already felt the call for beverage packages and the usual fall demand for containers for seasonable wines and vegetables, are expecting the packing-house, greases, lubricating oils and other lines to come into the market strongly at any

moment; as a matter of fact there is now a noticeable betterment in business with these users.

All together, the trade in Pittsburgh has been rejuvenated and reanimated, and is unanimous in the opinion that the corner in our general business depression has been turned and that we are now on the high road to a rapid return to normal conditions.

J. V. Walsh, president of The J. V. Walsh Company, reports a satisfactory increase in volume of sales during the last month. Mr. Walsh, pointing out the harmful effect that last fall's unprecedented prices had on the slack trade, expressed the hope that similar conditions could be avoided in the future.

The Edwin Bell Company, which manufactures nail kegs and similar small packages in large volume, as well as slack containers of all sizes, reports better sales in the slack keg line, due to greater production in the steel mills. John Thomas, general manager of the company, who, due to many years spent in the cooperage trade, is known to practically every individual in the industry, reported that business with the Edwin Bell Company is considerably better than it was a short time since, and basing his expectations on the premise that they basic industries of the country were stabilizing in a satisfactory manner, Mr. Thomas is optimistic as to the future.

The South Side Cooperage, dealers in second-hand tight barrels, have reported a better demand for grease barrels, lard and pork barrels, and some inquiry for oil barrels.

Charles I Luntz, proprietor of the Pittsburgh Barrel and Cooperage Company, has his plant running full time. "We have been busy," said Mr. Luntz, "all during the past six months. Realizing that a readjustment in business was inevitable and that a loss could not be avoided, I did my readjusting at once and took my loss as early as possible and have therefore managed to keep my plant running continuously. I am looking for a rapid improvement in general conditions from now on."

Morris Walsh's Sons, South 9th and South Streets, who manufacture slack barrels of all sizes, are operating both their machine shop and hand shop on full schedule. Thomas Walsh, head of the company, reported a gratifying increase in sales, especially in glass and pottery casks. This company, with its modernly equipped plant and its aggressive business administration, under the capable direction of Thomas Walsh and Morris Walsh, Jr., is, as the trade knows, in the foremost ranks of slack cooperage manufacturers of the country.

### BUSINESS VERY GOOD

CANADA BARRELS AND KEGS, LTD., LEO HENHOEFFER, SECRETARY, WATERLOO, ONT.—We are pleased to report that business has been very good with us the past two months or so.

### THE VALUE OF STANDARDIZATION

A cut of six hundred dollars in the construction costs of the average small house and a reduction of 20 per cent. in practically all bills for plumbing equipment are possibilities in connection with the work of the new Division of Building and Housing recently established in the Department of Commerce, declared F. M. Feiker, Special Assistant to Herbert Hoover, in a speech before the National Editorial Conference in session at the Congress Hotel, Chicago, Ill., October 24th.

Mr. Feiker said that the six hundred dollar house construction saving depended largely upon the national adoption of standardized code regulations with regard to fire-walls. The reduction in plumbing costs is also a matter of standardization. Mr. Feiker said that according to a special committee which is working on the simplification of plumbing specifications, the existing rules for plumbing equipment in different cities and towns are now as varied and as unsystematized as the autumn winds. Standardization of these local regulations along sound lines will make this reduction possible in the opinion of the committee.

Mr. Feiker also referred to the lack of team work between and among the various trades and industries which comprise the American commercial entry in the race for the world's markets. He said that while American business men individually are probably the most efficient in the world, they do not seem to recognize and appreciate the necessity for collective efficiency if they are to compete on equal terms with the business men of other countries who have already learned the need and devised methods for collective action.

Mr. Feiker also referred to the urgent need for more and better business facts by American business men. He said that as a nation we act too much on opinion and too little on facts. He referred to the Department of Commerce as the source of much of this information, and urged business men to take advantage specially of the "Monthly Survey of Current Business."

### THOS. A. WALSH SPEAKS FOR THE WOODEN BARREL

PITTSBURGH, PA., October 14, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We are pleased to report at the present time we are running about 75 per cent. capacity. Prospects look very favorable for the balance of the year. What next year will bring we are unable to determine.

We noticed within the last week or two a very strong tendency to advance prices of cooperage stock. While it is natural that prices should advance some with the increased demand, especially in view of the very low prices at which cooperage stock has been sold, we hope the manufacturers will not allow prices to get so high that it is going to hurt the barrel. Everybody knows that the extremely high prices of last year have reduced the number of consumers of barrels in many cases, and in other instances have reduced the amount of barrels used by consumers who are still using them. In other words, they are only using barrels for part of their requirements. The recent low-priced barrel has won back some trade, which we hope will stay with us, but with a scarcity of cooperage and the usual result of extremely high prices, I am afraid it is going to lose many barrel customers.

I know the coopers generally have been making a very strong effort to keep their barrel prices down to where they belong, but we must have the co-operation of the stock manufacturers in order to hold prices of barrels down.

Yours truly,
MORRIS WALSH SONS,
THOS. A. WALSH, *President*.

### CARNEGIE COOPERAGE CO. PLANT TO BE REBUILT

The plant of the Carnegie Cooperage Company, Second Avenue and First Street, Carnegie, Pa., which was totally destroyed by fire on September 14th, will be rebuilt as soon as the necessary arrangements can be made. At present all that remains of the two-story brick building which housed the plant are the walls, the entire stock of approximately 15,000 barrels, together with all the machinery and tools being consumed in the blaze. Morris Shutte, one of the owners, stated that the loss to the company would amount to something in the neighborhood of $75,000, which was only partially covered by insurance.

Plans are being laid to raze the walls of the burned building preparatory to the erection of a new plant strictly up-to-date in every particular.

### PITTSBURG BARREL AND COOPERAGE COMPANY IN NEW QUARTERS

The Pittsburgh Barrel and Cooperage Company, which for years was located at 51 Carson Street, is now occupying its new plant at 22d and Smallman Streets, Pittsburgh, Pa. The new quarters of the company, which were remodeled and equipped under the personal direction of Charles I Luntz, the proprietor of the company, are admirably fitted in every way to accommodate the growing business of the concern. Two fully equipped hand-cooper shops, one for tight and one for slack barrels, with inside storage for 20,000 barrels, as well as yard storage for an equal number, together with shipping facilities afforded by both the P. R. R. and the B. & O. Railroads, are three of the many features which make the company's present location ideal for its business.

Mr. Luntz, who by reason of his long activity in the barrel business is widely and favorably known throughout the trade, recently acquired sole control of the organization through the purchase of the interests of his former partner, H. Arenson, in association with whom he had for many years operated the company. To a representative of the JOURNAL who inspected the new plant he stated that he had in mind several additions to his present equipment, not the least important of which is the installation of machinery to supplant the present hand work in the shops. Eleven hands are at present on the pay roll, but according to Mr. Luntz, with business increasing as it has during the past month, additional help will be needed in the near future.

### NEW COOPERAGE PLANT NEARING COMPLETION

The new building of the Spokane Cooperage Works, 3403 Riverside Avenue, Spokane, Wash., is being erected rapidly and when it is completed and equipment installed the company will have a modern, spacious plant, according to George Pape, owner. The plant burned recently, involving a loss of $20,000.

### PROBLEM OF CONTROLLING BUSINESS CYCLES TO AVOID DEPRESSION PERIODS NOT HOPELESS

If all branches of public works in the United States and the construction work of public utilities could systematically put aside financial reserves, in prosperity, to be used for improvements and expansion, in depression, the recurring periods of business depression might be avoided, or at least greatly decreased, and the consequent unemployment of labor might be much less serious and widespread. This was the statement made by Edward Eyre Hunt, Secretary of the President's Conference on Unemployment, in his address before the Society of Industrial Engineers, at a dinner in the Café Boulevard, New York, October 25th.

"A rough calculation indicates that if we maintained a reserve of only 10 per cent. of our average annual construction for this purpose, we could almost iron out the fluctuations in employment," said Mr. Hunt.

The study of the business cycle, and its relation to unemployment, is one of the means by which the President's Conference hopes to provide measures for the permanent relief for the heads of families, who find themselves thrown out of work.

"Unemployment on a vast scale is always a result of business depression," said Mr. Hunt. "The problem of preventing or mitigating unemployment is, therefore, part of the larger problem of preventing or mitigating alternations of business activity and stagnation.

"The world-wide scope and the long succession of business crises do not prove that the problem of controlling the business cycle is hopeless.....The business cycle is marked by peak periods of boom between valleys of depression and unemployment. The peak periods of boom are times of speculation, over-expansion, extravagance in living, relaxation in effort, wasteful expenditure in industry and commerce, with consequent destruction of capital. The valleys are marked by business stagnation, unemployment and suffering. Both of these extremes are vicious, and the vices of the one beget the vices of the other. It is the wastes, the miscalculations, and the maladjustments grown rampant during booms that make inevitable the painful process of liquidation. The most hopeful way to check the losses and misery of depression is, therefore, to check the feverish extremes of 'prosperity.' The best time to act is at a fairly early stage in the growth of the boom.

"In any analysis of our productive processes, we can make a broad distinction between our additions to national plant and equipment, such as houses, railroads, manufactures and tools, on one hand, and the consumable goods which we produce, on the other. At the present time we increase our activities in both of these directions at the same time, and in their competition with each other we produce our booms. If all branches of our public works and the construction work of our public utilities—the railways, the telephones, etc., could systematically put aside financial reserves to be provided in times of prosperity for the deliberate purpose of improvement and expansion in times of depressions, we could not only greatly decrease the depth of depressions, but we would at the same time diminish the height of booms.....Nor is this plan financially impracticable. Under it our plant and equipment would be built in times of lower costs than is now the case when the contractor competes with consumable goods in overbidding for both material and labor."

Mr. Hunt advocated the formation of adequate statistical service to determine three facts: Volume of production of stocks and consumption of commodities; volume of construction in progress throughout the nation; the actual and not theoretical unemployment. This statistical service should be authorized and carried out by the Federal Government, he believes.

### DYES SELLING BRISKLY IN PHILADELPHIA MARKET

Revival in many branches of the textile industry is bringing an increased demand for dyes. R. M. Wilson, of L. B. Fortner & Co., dyestuffs, 235 Dock Street, says demand for dyes is coming from plush mills, hosiery mills and worsted yarn mills. These industries, he points out, bought more dyes last month than for the prior seven months combined. When dye works are busy they must have barrels.

### EXPORTS FROM THE PORT OF PHILADELPHIA

Wheat, flour and petroleum products comprise the bulk of the exports going out through the Philadelphia port during October. One ship that cleared during the month carried a cargo of nearly 200,000 bushels of wheat. Paraffin wax, lubricating oils and grease are the leading petroleum products being shipped.



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## BUFFALO COOPERAGE MARKET

The market on slack cooperage stock is higher than a month ago. The advance in staves has been the greatest, and some scarcity of stock is reported, particularly in 24-inch staves. Coopers think prices have been advanced too rapidly, and are not willing to buy for their future needs, although the sellers are strongly of the opinion that this is a good time to buy and that all indications point to higher prices. Lumber prices have been going up for a number of weeks, and it is quite likely that cooperage material will do the same thing.

| | |
|---|---|
| No. 1, 30-inch staves | $13.50 to $14.00 |
| No. 2, 30-inch elm staves | 9.00 to 9.50 |
| No. 1, 30-inch gum staves | 13.25 to 13.75 |
| No. 1, 28½-inch elm staves | 13.75 to 14.25 |
| No. 1, 28½-inch gum staves | 13.50 to 14.00 |
| No. 2, 28½-inch gum staves | 9.25 to 9.75 |
| Mill run, 28½-inch gum staves, fruit | 10.50 to 11.00 |
| Six-foot hoops; six-foot-nine hoops | 13.00 to 14.00 |
| No. 1, 19¼-inch basswood heading | 12¾c to 13¼c. |
| No. 1, 19¼-inch gum heading | 11½c to 12c |
| No. 1, 17⅛-inch basswood heading | 10c. to 10½c |
| No. 1, 17⅛-inch gum heading | 9¾c to 10¼c |

The demand for material is now small and the country shops are generally closed down, so far as making barrels for this season is concerned. The apple crop has hardly turned out as large as expected and farmers who did not take care of their orchards are sorry. Now they are going to the opposite extreme and buying trees. Farms in western New York that sold last year for good prices are now paying for themselves with a single apple crop. Apples are bringing as high as $3.25 per bushel wholesale and are retailing in some towns at the highest prices on record. They are expected to go higher.

#### The Wooden Barrel and the Flour Trade

The flour barrel shops have done what they could to piece out a small trade by making apple barrels during the season, but they are not really in a position to compete sharply with country shops, so the movement was not heavy. Demand for flour barrels has continued about as formerly with nothing to indicate that there is any unusual activity in the near future. Flour barrels are not wanted much by home consumers, but they do go abroad some. With colder weather coming on, the millers anticipate a larger domestic demand. One bad feature about the flour market, however, is the steady decline in wheat prices which has been going on recently and this has caused the buying to be on a hand-to-mouth basis.

#### A Champion Apple Picker

A. P. Pultz, of Webster, Monroe County, N. Y., is a champion apple picker and is said to have outdone all competitors by picking 62 barrels of apples in a nine-hour day, with an average of nearly 50 barrels as his usual every-day performance. During the past twelve years he has picked 15,000 barrels of apples.

#### Big Vinegar Plant Burns

The Douglas Packing Co., Rochester, N. Y., lost its big vinegar plant at Fairport, N. Y., on September 28th, with loss estimated at more than $500,000. The plant covered two acres of ground and the buildings were of frame construction. The power house and evaporating building, which were built of brick and concrete, were saved. The company's stock of raw material was stored in other warehouses and will be available as soon as the Fairport plant is rebuilt, which will take from four to six months. The loss was covered by insurance. The company has another plant at Canastota, N. Y., and is also interested in the Douglas Packing Co. plant at Cobourg, Ont.

While coopers are not carrying much stock, they were not alarmed over the strike which "fizzled," being generally of the opinion that there are too many men idle to permit of a strike being successful. The opinion also prevails that freight rates ought to come down within a few months, at most, and there will be cautious buying until this takes place.

Buffalo will probably be represented at the convention of The Associated Cooperage Industries at Atlantic City, but at this writing leading members of the trade have not fully decided as to the matter.

#### Personal and Trade Briefs

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., was one of the three members of the advisory committee which carried on a successful campaign during October to raise $1,000,000 by subscriptions to a new Buffalo Athletic Club. The amount was oversubscribed, so the work on a new clubhouse on Niagara Square will be started next spring. Mr. Holmes and the other committee members will inspect similar clubhouses in other large cities in order to obtain ideas and make plans for the local clubhouse.

W. G. Pennypacker, Jr., finds the cooperage trade less active than a month ago, and looks for a seasonable dullness to prevail for a short time.

Jackson & Tindle have closed down their mills at Pellston and Munising, and will shut down their Ontario operations about November 1st. Trade is a little quieter than it was, but the market is firm.

One of the plants in this territory making hickory-hooped flour barrels, states that the cost of making by machinery is now 13c. instead of 17c. as of two years ago.

The Quaker City Cooperage Co. reports the flour barrel demand lighter than it was early in the year, but the outlook is regarded as improved from a month ago.

### CHARLES BRODSKY ESTABLISHES NEW BARREL PLANT AT CHELSEA, MASS.

In the October number of the JOURNAL an announcement appeared to the effect that a new company, to be known as the Chelsea (Mass.) Barrel Co., had been organized by J. E. MacDonald and Charles Brodsky. This announcement was in error so far as the name of the company and J. E. MacDonald's connection with the same was concerned. Mr. Brodsky, who has his regular wholesale barrel business at 27 School Street, Boston, Mass., advises us that he has established a barrel plant at Chelsea, Mass., but that he alone is the proprietor of the same. We are sorry for this misstatement and are glad of the opportunity to correct the announcement, as well as to advise the trade of the increased business activities of Mr. Brodsky.

Crane & Co., 41st Street and Kildare Avenue, Chicago, will add a new one-story addition to their barrel plant.

### W. R. DEAL

A decided loss to the Coopers' International Union was sustained when death removed their secretary and treasurer, Mr. W. R. Deal. Mr. Deal died at his home in Kansas City, Kan., October 10th, and his passing will be sincerely mourned by the many who knew and esteemed him, while the loyalty which he ever showed in the discharging of his duties will be long remembered.

### WILLIAM F. WOLFNER

No news carried a greater shock or a deeper sense of actual loss to the cooperage industry than the announcement of the sudden death of William F. Wolfner, president of the National Cooperage and Woodenware Co., Peoria, Ill., which occurred September 30th in New York.

Mr. Wolfner was on an eastern business trip and was taken ill at the Pennsylvania Hotel September 26th. A wire was at once sent to his home. Mrs. Wolfner and Mr. Wolfner's son, Ira, succeeded in reaching his side Wednesday night and were with him at the time of passing. There was no more active or progressive member of the cooperage trade than Mr. Wolfner, and he will be sadly missed by all who had the privilege of knowing and numbering him as a friend and business associate.

Mr. Wolfner was born March 10, 1862, in Chicago. He was educated in public schools there and in St. Louis, and moved to Peoria when a youth of 19. This was in 1884. His business ability and capacity had already been recognized and he was made secretary of the Great Western Distilling Company.

From the day that he first went to Peoria to live, Mr. Wolfner took a leading part in charitable and business interests in that and other cities. In 1887 he was made manager of the Great Western Company. He held this position ten years, then bought an interest in the Mound City Distilling Company of St. Louis. In 1898 he purchased an interest in the Standard Distilling and Distributing Company, of Peoria.

He extended his efforts in other fields of business enterprise, but it was as president of the National Cooperage and Woodenware Company, one of the largest organizations of its kind in the world, that he was best known to the cooperage industry.

Mr. Wolfner, who was in his 60th year, is survived by Mrs. Wolfner, a son and two daughters, a number of sisters and brothers and five grandchildren. There is little doubt but that Mr. Wolfner's death is sincerely regretted by all who knew him, and the JOURNAL joins all others in extending its deepest sympathy to Mr. Wolfner's immediate family and to The National Cooperage and Woodenware Co. in the loss it has sustained in the passing of so able a president.

### RAYMOND M. WELCH

A lamentable death was that of Raymond M. Welch, president of the Omaha Cooperage Co., Omaha, Neb., which occurred September 25th. Mr. Welch's death was due to an automobile accident and was, therefore, doubly shocking in both its manner and suddenness. Mr. Welch, in company with J. E. George, a real estate man, of Omaha, was en route by automobile from Beatrice to Omaha, when, in attempting to pass two standing machines on the way, a full clearance was not made and the compact hurled the machine in which Mr. Welsh and Mr. George were riding, down an embankment. Mr. Welch sustained a broken neck and a fractured skull, which made his passing instantaneous. Mr. George passed away before he could be taken to a hospital.

To the JOURNAL there is a very sincere regret and a deep sense of actual sorrow in the passing of Mr. Welch, which feeling will undoubtedly be shared by the host of friends which he had throughout the cooperage industry. Mr. Welch was about fifty years of age and, while he resided at Alta Loma, his business interests were in Omaha. Mr. Welch is survived by Mrs. Welch, a son and two daughters, to each and all of whom deepest sympathy is extended in the loss they have sustained.

QUALITY SERVICE

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Also can furnish material for → *Veneer Baskets Complete*

WE want all users of this class of stock to write for prices — can furnish in full or matched cars. Our mills are located in Michigan, Ohio, Indiana and the southwest.

We also manufacture a full and complete line of MACHINERY for the manufacture of coiled elm hoops, staves and heading; also Machinery for Tight Cooperage Stock.

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# ASSOCIATED COOPERAGE INDUSTRIES of AMERICA

V. W. KRAFFT, SECRETARY

OFFICE OF SECRETARY, 820 RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

**"PUT THE BARREL WHERE IT BELONGS"**
**SEMI-ANNUAL CONVENTION**
**HOTEL TRAYMORE, ATLANTIC CITY**
**November 9th to 11th**

If anyone has been in doubt as to the wisdom of attending the Atlantic City meeting, the following brief outline of some of the subjects which will receive consideration should convince him that a proper regard for his own interests demands that he be on hand:

EXTENSION OF INSPECTION SERVICE to provide an original inspection at loading point with certification as to grade, measurement, etc. Such a service would have a real value and its inauguration is a matter in which every member is interested—it would mean stability, quality, uniformity, elimination of causes for complaints, reduced wastage, resulting from off-grade material, etc. In fact, its possibilities are far-reaching.

PLANS FOR PRACTICAL AND ECONOMICAL TRADE EXTENSION CAMPAIGNS will be submitted for consideration to the Tight and Slack Groups. This matter is one of first importance and the industry will be vitally affected by whatever action is taken. It is up to you—and no member can afford to at this time sidestep the propositon—you are either for it or against it, and owe it to yourself to be on hand and register your opinion.

THE SUBJECT OF OVERHEAD COST will be considered at the various Group Meetings. That factor of cost is the doubtful quantity; therefore, a knowledge of overhead cost will go far toward insuring accurate information of actual cost. The study of this subject should result in a definite step toward eliminating "guesswork" in figuring cost.

PROPOSED REVISED CONSTITUTION will be submitted for action. It is apparent that the present Constitution does not meet fully the contingencies arising from time to time, and that its provisions should be more specific. No real fundamental changes are contemplated. The proposed Constitution will more nearly fit the present scope and needs of the Association.

IMPORTANT RECOMMENDATIONS will be submitted by the Committee on Standards and Specifications of the Tight Group, and Committee on Grade Rules and Specifications of the Slack Group.

Matters of importance to each particular Group will be submitted at the respective Group meetings.

COME TO THE MEETING AND HELP "PUT THE WOODEN BARREL WHERE IT BELONGS."

### Traffic—Reduction in Freight Rates

I. C. C. Docket 12995, involving a petition for a reduction in the rates on Forest Products, including cooperage stock and rough material, came up for hearing before Examiner Cox and Chief Examiner Quirk, of the Interstate Commerce Commission in Washington, October 4th. Testimony was submitted by Secretary Krafft and Mr. W. R. Foley, of the Pekin Cooperage Company, in behalf of the cooperage industry. The effect of the present level of freight rates on the cooperage business was clearly brought out in the testimony.

It was the prevailing impression that the petition will be granted and a reduction ordered by the Commission.

The referendum taken on the resolution referring to the general level of freight rates, copy of which was mailed on September 8th, resulted in its unanimous approval by the members, most of whom recorded their vote with us. Copy of the resolution has been forwarded to the Interstate Commerce Commission.

### Amended Inventory Returns

The Association attorney, Mr. G. B. Webster, has been engaged in conferences with the income tax unit on the matter of re-writing inventories. As a result of the last conference, the Department has agreed to permit the amendment of these inventories by re-writing same on the basis of actual reproduction costs as of December 31, 1920. A representative of the Treasury Department is expected to visit our office in the near future for a further conference, following which members will be advised as to the procedure necessary.

**IMPORTANT !**

**REDUCED FARE TO CONVENTION**

**A reduction of ONE-AND-ONE-HALF fare for the round trip on the "CERTIFICATE PLAN" will apply for members and non-members (also dependent members of their families) attending the meeting of The Associated Cooperage Industries of America to be held at Atlantic City, N. J., November 9-10-11, 1921. The arrangement will apply from the following territories:**

**Central Passenger Association**
**Southeastern Passenger Association**
**Southwestern Passenger Association**
**Trunk Line Association**
**Western Passenger Association**

**This embraces practically the entire country with the exception of New England Passenger Association and the Transcontinental Passenger Association, whose approval of this plan is also expected. Be sure, when purchasing your ticket to our Convention at Atlantic City, N. J., to ask the Ticket Agent for a CERTIFICATE RECEIPT.**

**CERTIFICATES are not kept at all stations; you should, therefore, ask your home station as early in advance as possible, whether you can procure CERTIFICATE RECEIPT and through tickets to the place of meeting, and if, for any reason, you cannot purchase a through ticket, then buy a local ticket to the nearest point where a CERTIFICATE and through ticket to Atlantic City, N. J., can be bought. The agent, in this case, will inform you at what place a through ticket can be purchased and you can secure same from there, together with a CERTIFICATE RECEIPT.**

**Tickets at the normal one-way fare for the GOING JOURNEY must be purchased on any of the following dates (but not on any other dates) from the following territories, i. e.:**

**November 5 to 9, 1921—**

**Central Passenger Association**
**Western Passenger Association**
**Southwestern Passenger Association**
**Southeastern Passenger Association**
**Trunk Line Association**

**November 5 to 10, 1921—**

**Do not delay purchasing your ticket until the last moment, but call at the railroad station for ticket and CERTIFICATE RECEIPT at least thirty minutes before departure of train, and see that your CERTIFICATE RECEIPT is stamped with the same date as your ticket. SIGN YOUR NAME TO THE CERTIFICATE, in ink, and show this to the ticket agent, who will see that same is properly executed.**

**Immediately on your arrival at the Convention present your CERTIFICATE RECEIPT to Mr. C. G. Hirt, Traffic Manager, as the reduced fare for the return journey WILL NOT APPLY unless you are properly identified as provided for by the certificate, and ticket validated by the joint agent of the carrier. No refund of fare will be made on account of failure to either obtain a proper certificate, or on account of failure to have the certificate validated.**

**It must be understood that the reduction for the return journey is not guaranteed, but is contingent on an attendance of not less than 350 members and dependent members of their families, at the meeting, holding regularly issued certificates from ticket agent at starting points, showing payment of normal one-way tariff fare of not less than 67c. on the going trip. IT IS THEREFORE OF THE UTMOST IMPORTANCE that you obtain a CERTIFICATE RECEIPT, showing payment of one-way fare of not less than 67c. All members and non-members who plan to be with us are dependent upon your action in this respect so as to secure at least 350 receipts necessary to obtain the benefit of the reduced fare for the return trip. If, for some reason you do not anticipate returning directly from the convention, get a certificate receipt anyway, and help your fellow-members to derive the benefit of ONE-HALF fare for the return journey.**

**If the necessary minimum of 350 regularly issued certificate receipts are presented to the Joint Agent, and your certificate is validated, you will be entitled to a return ticket via the same route as the going journey at one-half of the normal one-way tariff fare from place of meeting to point at which your certificate was issued, up to and including November 15, 1921.**

**Return tickets issued at the reduced fare will not be good on any limited train on which such reduced fare transportation is not honored.**

**DON'T FORGET THE NUMBER**
**350 CERTIFICATE RECEIPTS**
**DON'T FAIL TO GET YOURS**



### WOULD NOT BE WITHOUT THE "JOURNAL" FOR ANY PRICE, SAYS ALEXANDER EAVES

21 SERPENTINE ROAD
LISCARD, CHESHIRE, ENGLAND
September 29, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

As you know, I am a subscriber to THE NATIONAL COOPERS' JOURNAL and find your publication both interesting and attractive. In this month's (September) issue I am particularly pleased with the number of excellent illustrations.

In this country we are absolutely deficient in barrel and cooperage literature. You will understand, therefore, how much the JOURNAL means to me, and particularly how glad I was to learn through the September issue of the History of Slack Cooperage and Catalogue of Twisted Splice and Electric Welded Wire Hoops of the American Steel & Wire Company and the Canada Barrels & Kegs, Ltd., monthly barrel talks. Copies of these talks and this history I am endeavoring to obtain, as well as wanting any and all other literature connected with our trade.

Do you not think it would be a great thing to devote a page regularly in the JOURNAL to illustrating various types of packages used? Two or three could be dealt with each month and illustrated with one of those excellent photographs such as you show on 20-21 of the September issue. Such a descriptive page, giving the uses and dimensions of various packages, would, I think, be read with interest by the thousands of barrel users.

I wish your JOURNAL every success and would not be without it now at any price. I beg to send you personally my compliments and best wishes.

Yours faithfully,
ALEXANDER EAVES.

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The JOURNAL has, during its thirty-seven years of service in the cooperage field, given full publicity, many times over, to every style of cooperage made by the different branches of our trade, but we will, however, at any time, repeat the service on any special package desired by any of our readers.

### JOHN G. BRUECKMANN, IN RESTORED HEALTH, IS AGAIN "ON THE JOB"

EDITOR, THE NATIONAL COOPERS' JOURNAL:
St. Louis, Mo., Oct. 25, 1921.

It is a pleasure to announce to you and to the trade through the pages of the JOURNAL that I am at home again and primed to handle business in the same old way—satisfactorily.

I have been away from my St. Louis office and the center of business activities for about one solid year—having spent most of my time in New Mexico and part of it in California, Nevada and Colorado trying to regain my health which I seem to have done.

I am now back on the job with both feet and with the return of prosperity in the cooperage line, which I am quite sure is about to come, railroad strike or no railroad strike, I will be glad to hear from my old customers, a great many of whom I know personally.

Wishing the JOURNAL, and the trade in general, as well as The Associated Cooperage Industries of America, success, I am,

Very respectfully yours,
BRUECKMANN COOPERAGE COMPANY,
J. G. BRUECKMANN, President.

### OPENING IN EUROPE FOR CONDENSED MILK PLEASES COOPERAGE MANUFACTURERS

A boom in the sale of condensed milk in France and most European countries is expected owing to the prolonged drought recently, writes the firm of Clode & Shearn, of Marseilles, France, to the Philadelphia Commercial Museum.

American manufacturers are strongly advised to carry a stock abroad to be drawn upon to meet the requirements of Southern Europe and the Near East. French importers are reluctant to place orders for future shipments, but, with immediate deliveries in view, would take American goods, even though the prices might at times be higher than for European products.

The Commercial Museum's correspondent expresses the belief that not only in condensed milk, but in many other articles produced in the United States a business of large proportions could be developed by keeping stocks at some point in Europe to supply immediate requirements. Cooperage manufacturers are more than interested in the prospective increase in demand for condensed milk by foreign buyers as the demand not only calls for a No. 1 white oak barrel, but the following up of the condensed milk field will prove one of the most profitable fields in which the barrel trade extension work could be carried on.

### EXPORT COÖPERAGE CO. WOULD OPERATE RAILROAD

It is reported at Leslie, Ark., that the Export Cooperage Company is endeavoring to lease the section of the Missouri & North Arkansas Railroad between Leslie and Kensett, a distance of 92 miles. In case the lease is secured it is understood that the company has agreed to put on sufficient service to carry all the freight and passengers between the two points in addition to caring for its own traffic.

### MOBILE ON PARITY WITH NEW ORLEANS IN REGARD TO STAVE RATES

According to announcement duly made at the traffic bureau of the Chamber of Commerce of Mobile, Ala., that city on October 8th was placed on a parity with New Orleans as regards rates on staves, lumber, handles and forest products from Arkansas, Oklahoma and Missouri points. Large quantities of staves and handles for export are produced in that territory and Mobile shippers contended that they should be given rates which would allow them to handle some of these shipments. Manufacturers of these products in these States also urged the publication of the rates to Mobile. The tariff has been published by the Frisco lines.

### DEMAND KEPT PLANT OF CROZED STAVE CORPORATION RUNNING NEARLY TO ITS CAPACITY FOR ENTIRE SEASON

GRAND RAPIDS, MICH., Oct. 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We thought possibly it would interest you and the slack cooperage trade generally to know that the fruit crop packed this season utilized over half a million barrels made from crozed staves.

We have received a great many letters from the packers who used these barrels commenting on the appearance, strength and uniformity of the barrels. We have also received word from several coopers advising that it was a pleasure for them to work up this stock.

This unusual demand has kept our stave plant operating nearly to capacity during the entire season.

Yours very truly,
CROZED STAVE CORPORATION,
E. M. Holland, President.

**Tight Cooperage Stock Wanted**

Always in the market for
White Oak, Red Oak,
Ash and Gum Staves
and Heading,
For Lard and Oil Tierces,
and Pork Barrels.

We also buy Slack Cooperage Stock

*Quotations Solicited*

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Cooperage Department
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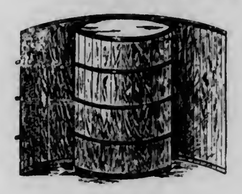
**A SPLENDID OPPORTUNITY**



**FOR SALE**

Complete slack barrel factory. Has been running 15 years and is long past the experimental stage. Barrels can be shipped knocked-down 4,000 in a 36 ft. car. 240,000 barrels made for one concern. Cut shows mat and barrel set up. This sale proposition is just the thing for anyone having a big timber tract. Age of present owner is reason for selling. Sample mat and barrel will be shown at Atlantic City Convention, November 9th-11th, unless previously sold.

*Write for full particulars to*

**T. H. Smith** 56 CENTRE STREET JAMESTOWN, N. Y.

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WANTED—A competent man in a tight cooperage plant making 700 barrels a day. Must be able to do grinding and filing and take care of Oram tight barrel machinery. Address "TIGHT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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WANTED—A practical manager for a tight cooperage plant turning out 250 to 500 barrels daily. Give full information in first letter. Address "MANAGER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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WANTED—Position, by an efficient and thoroughly experienced man in the second-hand tight cooperage line. Am capable of managing large plant, buying, selling and producing results. Am a good hustler, willing to go anywhere and let the remuneration be commensurate with results. Address "SECOND-HAND," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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WANTED—Position as foreman or superintendent of slack heading mill. Have had 25 years' experience in this line and can furnish the best of reference. Address "I. B. C.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Of All Kinds from 12 in. to 36 in. Long
Also all kinds of White and Red Oak Lumber, Railroad Ties and Crossing Planks
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Staves, Heading Hoops TIGHT and SLACK
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...MANUFACTURERS OF...
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Also
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*Manufacturers of*
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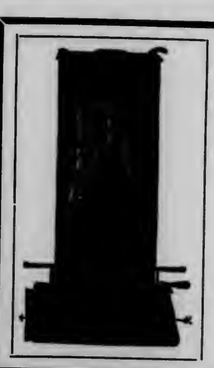

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With new solid base and other improvements, making it now

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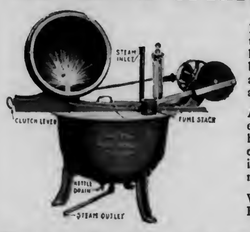


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Let us handle your orders—
We guarantee Quality—
Service — Satisfaction

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TIGHT BARREL STAVES

White Oak, Red Oak Gum and Ash

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*Quality Stock is Our Guarantee!*

*If you make High Grade Barrels, you must have High Grade Stock*

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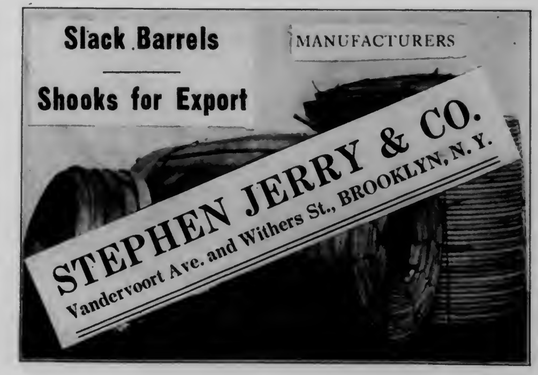

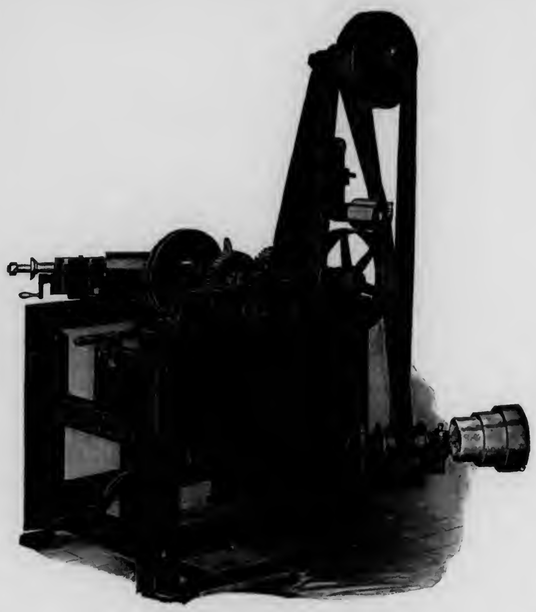

# "Greenwood" No. 5 SLACK HEADING TURNER

**No. 5 HEADING TURNER** showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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Successor to JOHN GREENWOOD

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Our unexcelled Barrel Heater

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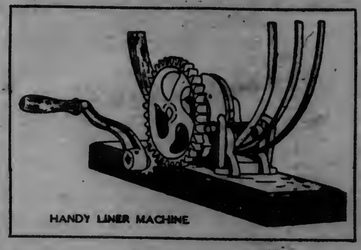
GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

**TRUSS HOOPS BOTH WOOD AND IRON**



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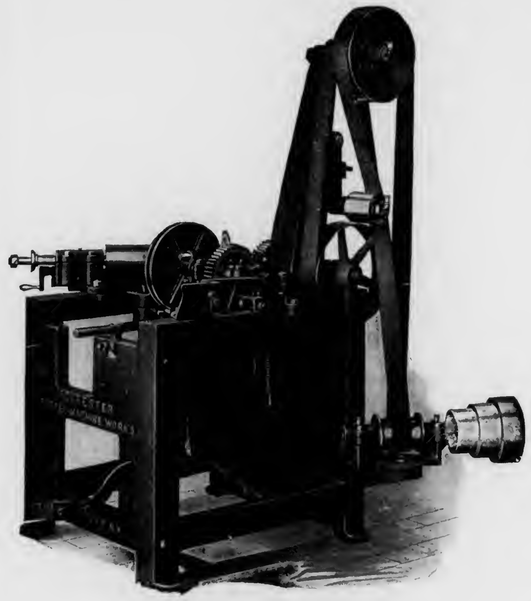

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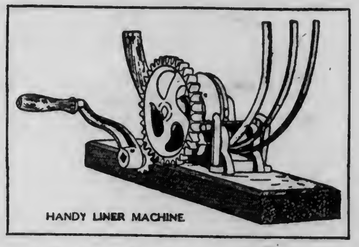

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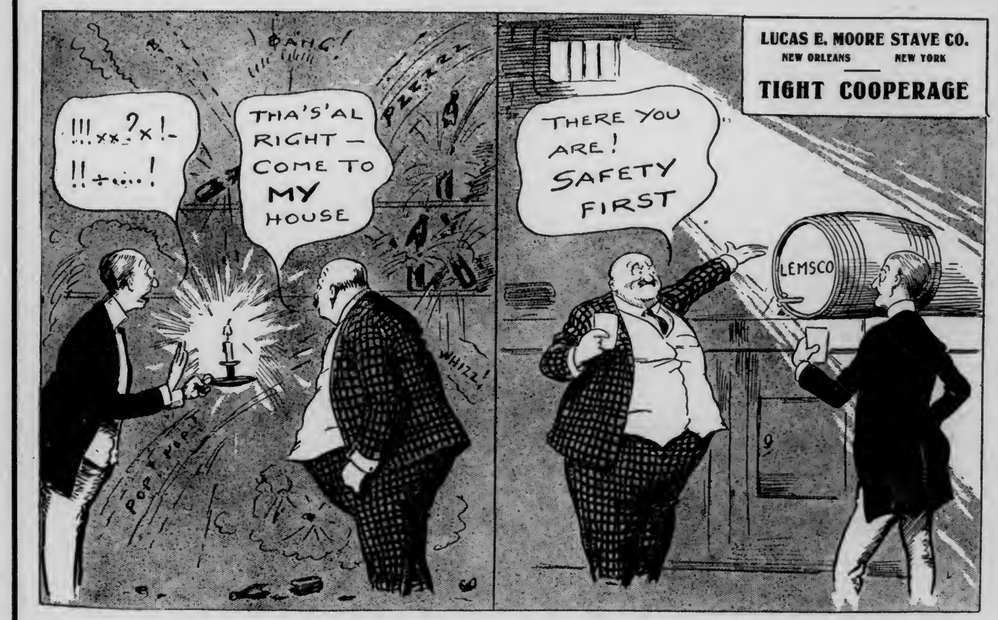



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Our customers say so.

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DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVII Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, December, 1921 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 8



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**Tight Barrels and Shooks**
**Domestic and Export**

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*"An old face in a new place"*

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*Merry Christmas and Happy New Year.*

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**Chatham, Ontario**

Head Office, CHATHAM, ONT.

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Alcohol, Wine, Oil, Syrup, Fish, Olives and all kinds of Casks or Barrels for Liquids

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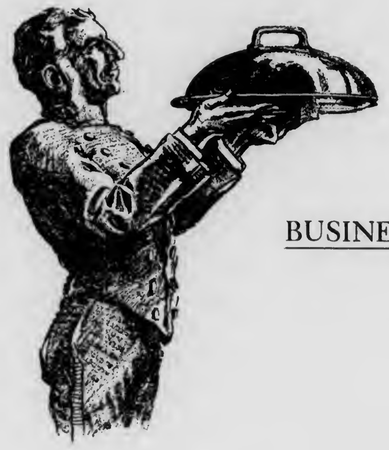

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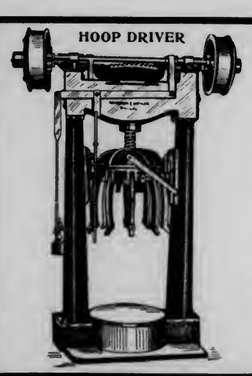

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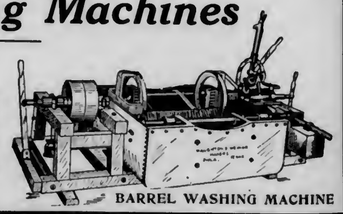

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Meadow and Snyder Avenues
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We are in immediate need of No. 1 Lubricating, Refined, Cottonseed Oil, Turpentine, Wood and Denatured Alcohol barrels, 30 gallon Gum Syrups, 200 lb. Galvanized Hoop Porks, and No. 1 Lubricating Half-Barrels.

Also one car each 20⅛ in. Red Oak Oil Barrel Heading, 20½ in. White Oak Oil Barrel Heading, 21 in. Gum Syrup Barrel Heading, 19⅛ in. Pine Sugar Barrel Heading.

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Bright clean stock from selected timber manufactured in modern plants.

*Quality* (Associated Cooperage Industries) *Service*

*Satisfaction*

*We Specialize in* COTTONWOOD STAVES *We Specialize in*

AMERICAN
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TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

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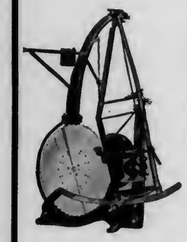

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PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

**STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS**

100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

**Circular, Drag and Cylinder Saws Repaired**

## Dixie Portable Gasoline Drag Saw

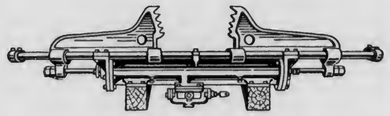
| | |
|---|---|
| Price with one saw blade, dry battery ignition and Zenith carburetor | $200.00 |
| Price with one saw blade, Bosch magneto ignition and Zenith carburetor | 225.00 |
| Price extra 5, 5½ or 6-foot saws, each | 11.00 |
| Price extra 6½ or 7-foot saws, each | 12.00 |

**THE PETER GERLACH CO.**

ESTABLISHED 1854

CLEVELAND - - OHIO

# Genuine Hill Style "E" Steam Dog

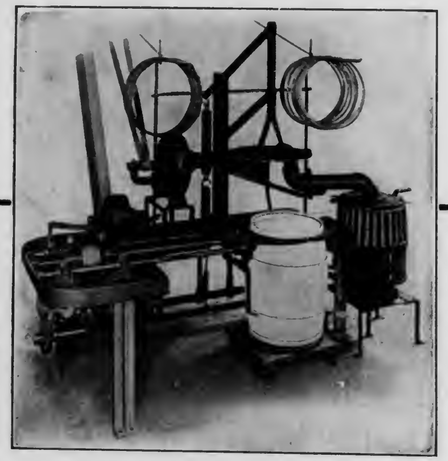


Everything required for Cross Cutting and Dogging.

**Our STEAM DOGS and DRAG SAWS**

are standard equipment in every modern American cutting-up plant.

**HILL-CURTIS CO.**
SAW MILL AND WOOD CUTTING MACHINERY OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN



The highest point in machine efficiency is the

## "Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

**Are You Using a "Perfection?"**

**MARTEN, GRAHN & ANDRESEN**
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

BIG REDUCTION IN PRICES ON

# Cut Tacks and Small Cut Nails

*NET PRICES*

**Basket Tacks**

| No. 4 | No. 6 | No. 8 | No. 10 | No. 12 and larger |
|---|---|---|---|---|
| $14.55 | $14.15 | $11.80 | $10.85 | $9.70 |

**Basket Nails**

| 5/8" | 3/4" | 7/8" | 1" | 1⅛" | 1¼" |
|---|---|---|---|---|---|
| $11.25 | $11.00 | $10.75 | $10.50 | $10.25 | $9.75 |

1½" and larger $9.25

**Cooper's Hoop Nails**

| 5/8" | 3/4" | 7/8" | 1" | 1⅛" | 1¼" |
|---|---|---|---|---|---|
| $10.00 | $9.85 | $9.65 | $9.50 | $9.25 | $9.15 |

1½" and larger $9.00

WE can furnish the Nails with Tack Points if desired.

We also manufacture all kinds of Cut Tacks and Small Cut Nails.

We make a specialty of manufacturing SINGLE LOOP BALE TIES FOR THE STAVE AND HEADING MANUFACTURERS.

Terms 30 days Net
Less 2% 10 days

*LET US QUOTE YOU*

**UNION STEEL & WIRE CO.**
INDIANAPOLIS, IND.

# Whitney Stave Saw

## SPEED—ACCURACY—DURABILITY—Three Things You Require in a Stave Sawing Machine

You want the speed which enables you to go right to the work and do it quick and clean. You want the accuracy that will give even, true cut staves, staves cut to size and cut to circle. You want the durability that means long wear—freedom from repairs—that means no time wasted—no days lost.

The Whitney Barrel Stave Sawing Machine gives full measure of all these three essential things, and because of it the regular run of a Whitney Stave Saw would be counted as a record for other machines—and with it all, there is never any waste of timber in culls and unnecessary sawdust with a Whitney Stave Saw.

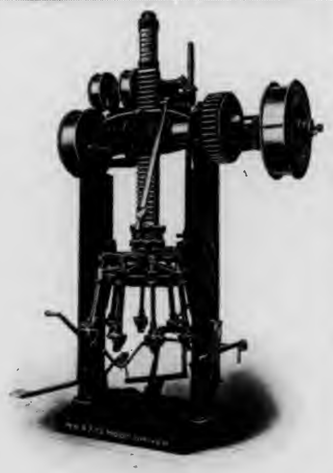
*For more facts and figures write*

**BAXTER D. WHITNEY & SON, Inc., Winchendon, Mass.**

SELLING REPRESENTATIVES:

J. C. Pennoyer Co., 8 S. Dearborn St., Chicago, Ill. J. C. Pennoyer Co., 1828 Exchange Bldg., Memphis, Tenn.

# Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

*Get prices and particulars from the*

**COOPERAGE MACHINERY MAKERS**

**E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.**

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

## A POPULAR BUYING TRAIT

Nowadays everybody who has any orders to place, not only **expects** superior quality stock, but **demands** it!

We are prepared, as heretofore, to fully satisfy this popular demand for extra good quality as applied to slack barrel heading.

Buy the old reliable "Bone-Dry" brand, and be sure of getting one hundred per-cent value for every dollar.

**HIMMELBERGER-HARRISON LUMBER CO.**

SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

FORTY YEARS IN THE BUSINESS

**Wm. H. Coleman Co.**

**Jackson, Tennessee**

MANUFACTURERS OF

**TIGHT BARREL CIRCLED HEADING**

**Red Oak, White Oak and Ash**

*from 9" to 23" in diameter of the best quality*

**Write us when in the Market**

**C. M. VAN AKEN COOPERAGE CO.**

BUYERS AND SELLERS OF

**Staves, Hoops Heading**

and

**COOPERAGE SUPPLIES**

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

**141 Broadway, New York**

Washington Life Building

**Mill Shoals Cooperage Company**

Slack Stock Specialists

MANUFACTURERS OF

**Slack Staves, Hoops and Heading**

IF YOU WANT Staves of "Quality," from 24" to 48"
Hoops, first class in every particular
Heading that is perfectly manufactured WRITE US

Shipments prompt and satisfactory

**ST. LOUIS, MO.**

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

# The National Coopers' Journal

THIRTY-SEVENTH YEAR | PHILADELPHIA, DECEMBER, 1921 | $2.00 PER YEAR VOL. XXXVII, No. 8

## Our New Orleans Correspondent Will Be Pleased to Hear of the "Trade Extension Work" on Behalf of the "Wooden Barrel the Perfect Package"

An examination of the current numbers of the trade papers leads to the conclusion that although some of our friends are doing good advertising, yet the cooperage business in general is a little backward in that respect. One trade journal displays a well-worded, attractively-illustrated full-page advertisement, setting forth the merits of the steel barrel. For the current month, at least, we do not find this equalled by any advertisement for the wooden barrel, though it certainly cannot be urged that the wooden barrel does not need advertising at this time.

In the advertising columns of the oil journals we are informed that the steel barrel business is enjoying a boom, on account of the recent advance in crude oil.

**Journal Carried Full Report of Advance in Crude Oil**

The oil business is now one of the main supports of the cooperage business, and this business is benefited greatly by the advance in crude oil, but we do not find this encouraging fact placed before the public through straight advertising by any wooden barrel manufacturer.

When you approach a user of packages to urge the merits of the barrel, he at once raises objections that seem to be cut and dried formulæ which he has learned by heart, and repeats mechanically:

"The barrel costs more than the bag, and the additional money spent on the barrel would just be thrown away. Canneries using large quantities of sugar, and bakers and confectioners using both sugar and flour, prefer receiving their supplies in bags, as in that shape they are more easily stored, and do not require so much space as they would in barrels."

Strange to say, some of our friends in the cooperage business appear to accept these objections at their face value, and regard them as unanswerable arguments. However, if they were engaged in the practical transporting and storing of either sugar or flour they would soon discover what the real advantages of the barrel are, and would unite in a general demand on the authorities that are supposed to guard the public health, that a closer watch be kept over packages in which foodstuffs are shipped.

**November Weather Favorable for Timber Operations**

November has been the warmest on record for this State, and the most favorable for timber operations, though few timber men have availed themselves to any great extent of the opportunities that the favorable weather has presented.

**Half a Loaf Better Than None—In Sugar Lines**

The fine weather that has been a benefit to everything else is said to have diminished the yield of sugar per ton of cane. This shortage in the sugar yield would in former years have meant a loss of business to the coopers, but this year they are not interested in the sugar yield, and say that business is entirely dead, as far as they are concerned. This, however, is putting the matter in too pessimistic a light. The sugar barrel business is bad, but it might be worse. An actual tab kept on the sugar received at the Sugar Exchange in this city for several days showed that for every two pounds of sugar that was received in "pockets" there was one pound received in wood. If any significance can be attached to this, and even one-third of the sugar crop is put in wooden barrels, it will be considerably better than no business at all.

**Sugar Barrel Trade Will Stage Big Come-back**

Men commenting on the falling off of the sugar barrel trade are frequently heard to say that the coopers deliberately killed the goose that laid the golden eggs—that under the stress of wartime conditions they jumped the price of the barrel completely out of sight, and refiners were forced to find substitute packages for their products, and now if the coopers lose out, it serves them right. This is wholly unjust. The price-boosting was not the work of any set of men, but was an endless chain of evil, from which all suffered, but from which most of us are going to recover. The sugar barrel is not by any means dead even now, and it is going to score a come-back in the near future.

**Advertising for Coopers Does Not Mean Big Trade Boom, Says Philip Hirsch**

The Louisiana Manufacturing and Cooperage Co., St. Louis and Dorgenois Streets, recently advertised for tight barrel coopers, also for a chauffeur for a trailer truck. Mr. Philip Hirsch, a member of that firm, when seen on the subject, absolutely denied the existence of any great boom in the business to justify any immediate expansion in their plant. A few men had quit, as workers in that line are occasionally prone to do, and their places had to be filled, that was all. Their big barrel factory is working along as usual, keeping up expenses and doing quite as well as could be expected under the circumstances, but ready to handle additional business when there is any, which is expected to be in the near future.

In addition to his connection with the big factory Mr. Hirsch is still running his own shop near the Sugar Exchange, and when there is any sugar and syrup barrel business you may be sure he gets his share of it; but his shop on the Canal has been leased to Messrs. Beck & Jones, who lost their own shop by fire about a month ago.

**Beck & Jones Recognize No Business Depression**

Messrs. Beck & Jones is one firm, at least, that does not recognize any business depression, but keeps on doing business as usual, no matter what happens.

**Vegetable Crop Will Be a Bumper One**

The warm weather this fall has been extremely favorable to the gardeners. Large areas have been planted in vegetables, and the prospects are good for a bumper yield. Still, some of our gardeners are alarmed, believing that if this warm weather continues, the people in the North will raise their own vegetables this winter, instead of buying them in the South. The news of a snowstorm in Chicago would be welcomed here as an evidence that the Metropolis of the Lakes might still need Southern vegetables.

**Burbank Cooperage Co., Second-Hand Specialists**

One branch of the cooperage trade that lasts all the year round, and is affected but little by dull seasons, is the business in second-hand barrels. One of the pioneers in this line of work was the late S. B. Burbank, who, in his day, was known to every man who used or sold barrels in this city. Since his death, some six months ago, the shop has been under the management of his son, Thomas B. Burbank, president of the Burbank Cooperage Co., Inc. This concern has a big brick shop and warehouse out on Clara Street. There is lots of room in their establishment, and they need it, for it takes some space to handle a constantly changing stock of old barrels that are brought in, made over into new and shipped out again. They have plenty of room and force to handle more business, but are not sitting down waiting for it to come to them, but keep going all the time, with no thought of shutting up shop and going fishing until times get better. Mr. Burbank and his associates refuse to boast, but admit making a living out of their business. Even if that is all they are doing, they are entitled to some credit for that. They seem to have a considerable supply of new stock on hand, for men who specialize on second-hand packages.

**Syrup from the Barrel**

It is a pleasure now to go around to the corner grocery and welcome back our old friend "Loose" Syrup. "Loose" syrup is not confined in cans, but enjoys the liberty of a very respectable barrel. You take your pitcher with you and buy it by the quart or gallon, as you please, and as it has no canning factory profits added to it the price is very reasonable, though the quality is the best. Besides the advantage of the lower price it helps us get rid of a part of the tin can nuisance.

**Kraut that Is Barreled Is the "Quality" Product**

Kraut in barrels is also popular. Any kind of a cabbage product, when cooked to death and sealed up in a tin can, will keep, after a fashion, but the kraut that is sold from the barrel positively must be a first-class article, or it would not keep at all.

### SECRETARY HOOVER ENDORSES TRADE ASSOCIATIONS

Refusing to accept the ill-advised and sometimes preconceived judgment of certain zealous Government investigators anent the aim and purpose of the vast majority of trade associations, Secretary Hoover, in the laudable purpose of having a "look see" for himself, has been conducting a more or less personal investigation of the activities of various trade bodies in many widely divergent fields of manufacture and marketing, and his findings are a direct refutation of the allegations of those rabid individualists who see in every association a combination in restraint of trade. Mr. Hoover sums up the result of his investigation as follows:

"A short time ago a canvass was made of trade associations to find the number that embraced in their category of effort those particular functions that are subject to a suspicion, and it was found that less than 10 per cent. of the trade associations of the United States have any function of that character at all; that there were associations that have been created under the name and cloak of trade associations for the purpose of restraint of trade and of combination; that it had brought the whole world of trade associations into some criticism. But that canvass and knowledge of the department of the working of the vast majority of trade associations in this country, convinces me that the objective of these organizations is not in the remotest sense against the public interest; that in fact a study of the trade associations that we made shows something like 30 different lines of activity in which they were engaged, covering a great range of educational subjects, matters of improvement in fundamental practice in the industry as to trade questions, interest in matters of transportation, elimination of waste, foreign trade—some 34 different activities; and of all those that were at all subject to discussion as to whether or not they were against public interest in even a remote sense, and, as I say, less than a very small fraction of these associations were even engaged in those.

**Trade Associations Have Great Constructive Value**

"All are agreed that the purpose and actions of the vast majority of national associations are a constructive contribution to public welfare. Their activity in promotion of better business practices, advancement of technical processes, simplification of production, standardization of quality, extension of foreign trade, commercial arbitration, etc., all make for more efficient industry and business. Many of them collect information as to production, stocks of raw and other material, percentage of industry in active operation, total orders in hand—all of which, when available to the public, contribute both to stability and the increasing efficiency of industry to the protection both of the smaller manufacturer and the consumer.

**Have Tremendous Possibilities**

"So that I feel that the trade associations have been unduly criticized, and that they do contain in them a tremendous possibility, and, in fact, the only avenue that I can see by which the government can get into contact with the trades in the mutual advancement of some of our most fundamental interests, and it is the only avenue that I know where it is possible to take up these collective problems and get some solution."

### MT. OLIVE STAVE COMPANY'S GUION PLANT RESUMES OPERATIONS

The stave mill of the Mt. Olive Stave Company, at Guion, Ark., has been put in operation after a shutdown of several months' duration. A lengthy period of full-time work is looked forward to.

### NEW 20,000 BARREL OIL REFINERY FOR TEXAS CITY, TEXAS

According to the Wall Street Journal, the Pure Oil Company and the Humphreys Texas Company will join in the erection of a 20,000-barrel oil refinery at Texas City, Texas. The new refinery will be the terminus of a pipe-line from the Mexia and Currie fields. More business for tight barrel and stock manufacturers.

### HOOP MILLS AROUND RARDEN, OHIO, RUNNING FULL TIME

Reports from Rarden, Ohio, contain the information that the hoop mills in that section are operating at full capacity. Heavy demand for hoops has developed and prospects for an extended full-time operation of the mills are very bright.

# Louisville Reports Receipts of Bulk Shipments of Eastern Apples to Save Freight. Fruit is Barreled On Arrival

At this time it can be said that the slack cooperage market is very active, there being better demand and at better prices. It seems as if there has been an unusually good demand for slack barrels for packing dressed poultry for the Eastern markets this season, while large buyers of Eastern apples have been shipping them to Louisville in bulk cars, and placing them in barrels here. It is said that this can be done at a saving in freight, and that barrels can be purchased at lower prices here than in the East. There has been a fair demand for flour barrels, some demand for potato barrels, and there has been a little export demand for sugar and tobacco barrel shooks, in knocked-down form.

### Slack Barrel Trade Is Moving Right Along

While the box manufacturers are complaining of rather slow business, and that they are only operating at about 50 to 60 per cent. capacity, reports from the slack cooperage trade are that business is good and some companies have been rushed in keeping up with the demand. That is an unusual condition in slack barrels, based on the way things have been for the past couple of years, but low lumber and high cotton, paper, etc., has much to do with the situation.

### Wants Rates Adjusted on Knocked-down Cooperage

Louisville cooperage interests are working on a plan for changing the present freight rates on knocked-down cooperage, if possible. For instance, on a shipment of knocked-down barrels to New York, freight rate on shooks is 40½ cents, but on metal hoops necessary to set up the barrels, the railroads are charging less than car lot rates, making the hoops, which will weigh 7,000 to 10,000 pounds, cost about 85 cents a hundred, this adding over $70 to the car. C. M. Pate, of Chess & Wymond Co.; Paul Dysart, Jr., of the J. D. Hollingshead Co., and Mr. Starks, of the Louisville Cooperage Co., are going to Cincinnati within a few days for a conference with the Central Freight Association Committee, with the plan of getting shooks handled with the hoops as a car lot proposition. Aid of other shook shippers is desired in this connection.

### The Slack Stock and Barrel Market

The slack stock and barrel market show very little general change in price, although the prices are a little firmer. Barrels are being quoted at 75a80 cents for flour; 65a70 for salt; sugar, 90a$1; produce, 55a60c; No. 2 sugar sized produce, 60a65c; potato and produce barrels, 55a60c. Slack cooperage stock is at $11 a thousand for No. 2 staves; No. 1, $16; and mill run, $13. Six-foot elm hoops $16 a thousand. Slack heading, No. 1, 17⅛" is 14 cents; 10 cents for No. 2; No. 1, 19⅛", 18 cents; No. 2, 13 cents.

### The Tight Stock Market

Tight stock shows no change, as there has been no demand and very few sales. Producers appear to have stopped in a hurry when demand broke, and have not therefore, been overloading the market. White oak oil staves are around $50 a thousand; red oak, $45; spirit, $100; gum staves, $37.50; oil heading, 40 cents for white; 35 cents for red; gum, 27½c; spirit, 62½c. White oak oil barrels are $2.40a$2.50 each, and red oak, $2.30; spirit barrels, $4; gum barrels, $2.25; half barrels, white, $2.25; kegs, 5-gallon, $1.30; 10-gallon, $1.60; 15-gallon, $1.80; 20-gallon, $2; red and mixed oak kegs are 20 cents each cheaper than white.

### Present Tight Cooperage Market Lacks Tone

Tight cooperage interests are at a loss as to the cause for the big slump that has struck the industry. In September business was very active, while in October things slowed down very rapidly after the middle of the month, in fact things had slipped badly by the tenth. November business has been even slower than that in October. The general market at this time is about as dull as it has ever been known, and from full time operations, plants are now down to about 25 per cent. of their normal capacity, and some are not running at all.

### Should Be a General Business Improvement in Freight Lines Before Long, Says Mr. White

Nick White, of the Louisville Cooperage Co., in commenting on the situation, said: "Business at this time is about as slow as I've ever known it, both the barrel and keg departments being in a bad slump, which has lasted about five weeks. The general market is poor, and we are only running our local barrel and keg mills about 25 per cent. of capacity. We are operating one stave mill in eastern Kentucky and another in Louisiana, but have fair stocks in hand, and are in no hurry to increase them."

Mr. White explained that in view of the fact that the lumber business was generally better, especially hardwoods, and that staves and heading generally followed lumber, he felt that there should be some improvement in business before long.

### Present Business Done on Immediate Delivery Lines, Says W. A. Watts

W. A. Watts, of the Chess & Wymond Co., reported that demand was quiet, and that business was for spot or immediate shipments. When asked concerning prospects, Mr. Watts said: "We have no real idea of what the prospects are, in fact, we wish we could figure out what they are."

### Hardwood Club Has Election

Preston P. Joyes, of W. P. Brown & Sons Lumber Co., Louisville, which also operates a cooperage department, was elected president of the Louisville Hardwood Club at the annual meeting on November 8th. J. S. Thompson, was re-elected secretary. Mr. Thompson is district manager for the Southern Hardwood Traffic Association, an organization which numbers several cooperage concerns in its membership.

### Slack Cooperage Business Better Than for Some Time, Says D. H. Quigg

D. H. Quigg, of the Smith Cooperage Co., reported that business was better than it had been for some time past, and that he was being kept really busy for a change, there having been a good demand for poultry, apple and produce packages.

### You Can't Keep a Good Man Down

Paul Dysart, Jr., manager of the Louisville division of the J. D. Hollingshead Co., has had a rather busy few weeks, having been operated upon in September, ill part of October, and forced to go home for a rest in Chicago in mid October. However, Mr. Dysart returned to Louisville, and feeling the need of someone to boss him, he was married on November 3rd to Miss Agnes McWhorter, of Louisville, and spent a few days on a honeymoon trip to French Lick, Ind.

### Unemployment Grows Less

The labor situation in Louisville has been easy for months, although there are only a few over 1,000 registered with an unemployment office established at a time when it was reported that over 5,000 were seeking work. Many of the thousand registered secured work at once, while others were boys, women and old men, and some were not really looking for work. There has been a great deal of absorption in the building trade and smaller industries, and no serious unemployment has been reported here.

### Good News—Mrs. Marc Lewis Wymond Has Recovered from Accident

Mrs. Marc Lewis Wymond, who was hurt in an automobile accident on the night of her marriage, to Mr. Wymond, who is with the Holly Ridge Lumber Co., has recovered nicely from the accident, although at first it was feared she would not live.

## INTERSTATE COOPERAGE COMPANY PURCHASES TIMBER TRACT

The Interstate Cooperage Company has completed negotiations for the purchase of a large parcel of timber land near Monroe, La. The company's stave and heading mill is being put in shape for operation and it is expected that the plant will be run on a full-time schedule for six months or more.

## WILL MANUFACTURE TOBACCO HOGSHEADS

The Forbes Manufacturing Company, of Hopkinsville, Ky., has begun the manufacture of tobacco hogsheads. The plant formerly occupied by the Thale Mill and Box Company has been acquired by the Forbes company and it is planned to use it exclusively in turning out tobacco containers. New machinery and equipment has been installed and the plant placed in operation.

## NEW COOPERAGE CONCERN AT WINFIELD, ALA.

E. R. Poe, F. S. Treadway and others have made application for a charter for a corporation to be known as The Poe Cooperage Company. The main office and plant of the new concern will be located at Winfield, Alabama.

## FREIGHT RATES FROM PACIFIC COAST TO THE EAST ARE CUT

On November 19th the Transcontinental Freight Bureau announced rate reductions on lumber, shingles and lumber products from Pacific Coast points to the East and New England. The Interstate Commerce Commission has been asked to authorize publication of the new tariffs. The reduced rates include:

On fir lumber and articles taking fir lumber rates from coast group points in Washington, Oregon and California to Cincinnati-Detroit common group points, 85 cents a hundred pounds; to Pittsburgh-Buffalo points, 88½ cents; and to Trunk Line Association and New England territory, 90 cents.

Rates on shingles and articles taking shingle rates will be 13½ cents higher than the fir schedules.

New schedules for Spokane, Montana, Eastern Oregon and Hawley-Truckee groups to the East will be 3 cents a hundred pounds less than the coast rates.

The reductions range from 12 to 16½ cents under present rates to trunk line and New England points.

This will be a trifle of help on cooperage stock coming under any of the above classifications.

## TWENTY-FIVE BILLION FEET OF STANDING TIMBER STILL IN WISCONSIN

According to the Wisconsin Conservation Commission logging operations in that State will be in large volume by the 1st of December.

The hardwood forests are being depleted at the rate of 1,000,000,000 feet a year. Starting of logging operations is expected to spread rapidly and furnish employment to 15,000 men, released from construction work, with the cold weather of this month. It is estimated there are 25,000,000,000 feet of timber still standing in the State.

## NEW NAVAL STORES COMPANY ORGANIZED

The Southern Pine Extract Company, capital $25,000, has been organized at Pensacola, Fla. The company will operate a plant for the extraction of naval stores products from pine waste. The new incorporation will be administered by James N. Ely, president; Charles A. Born, vice-president, and L. L. Fabisinski, secretary-treasurer. If they are going to make rosin or turpentine they will need cooperage, and needing cooperage they furnish a business prospect for us barrel-makers.

## MONTGOMERY COOPERAGE COMPANY'S PLANT DESTROYED BY FIRE

On the morning of November 1st, fire of unknown origin broke out in the plant of the Montgomery Cooperage Company, Montgomery, Alabama. It was found impossible to control the blaze and the factory was virtually destroyed. The loss is estimated at approximately $20,000, which is partially covered by insurance. Immediate announcement was made that the factory would be rebuilt upon the latest and most modern lines.

## LELAND STAVE AND LUMBER CO'S CHICAGO OFFICE EXTENDS TERRITORY

The territory under the jurisdiction of the Chicago office of the Leland Stave and Lumber Company has been extended to embrace the States of Illinois and Indiana as well as the Chicago district proper. The office is under the supervision of C. W. Parham, while E. N. Beard will cover the territory as traveling representative.

## NATIONAL COOPERAGE CO., TORONTO, WILL OPEN THREE NEW PLANTS

Three new cooperage factories will, according to report from Toronto, Canada, be put into operation in the near future by the National Cooperage Co. The plants will be located at Stouffville, Welland and Hastings, all in the Province of Ontario. The general offices of the National Cooperage Company are maintained at 213 Manning Chambers, Toronto.

## INTERNATIONAL COOPERAGE CO. ACQUIRES PLANT AT ROCKLAND, ME.

The International Cooperage Company, of Niagara Falls, N. Y., has added another cooperage plant to its growing chain of factories by acquiring a shop at Rockland, Me. New machinery will be installed and it is expected to be in full operation by January 1st.

## OZARK STAVE AND TIMBER COMPANY REOPENS PLANT

The Ozark Stave and Timber Company has resumed operations in its stave mill at Stevens, Ark. The company has an abundant supply of timber to insure steady running of the plant.




# THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, DECEMBER, 1921 No. 8

**SUBSCRIPTION**

$2.00 per year, in advance, postage free, in United States and Canada. Single copies, 25 cents.
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**CORRESPONDENCE**

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.


## NEW ADVERTISERS

Voll Cooperage Company, St. Louis, Mo.
O. L. Bartlett, Mound City, Ill.

## PLAN NOW TO SHARE IN THE BUSINESS PROSPERITY OF 1922

That December, the last month of the year 1921, will go down in history as the bright harbinger of a fine, prosperous new year, is already recorded, as reports from all sections of the country and from all lines of industry proclaim that the seige of business depression has passed and that 1922—the new year just about to dawn—will see a great revival of trade.

While the past two or more years have been years of special memory to many in the business world, so far as slow trade is concerned, these same years have, to others, proved splendidly productive of both increased business and extension of trade, opening up new channels for specialized endeavor with plenty of opportunities for those who refused to remain idle, to prove their abilities to "swim against the tide." With the opening of 1922, however, the path of business widens and the improved trade currents give every indication of flowing calmly, though strongly, along, and in such a way as will give all "who would" an equal chance to make up lost time.

Already those cooperage and cooperage stock manufacturers, tight and slack, as well as machinery and allied friends as are always alert and out in the "open" looking for business, are booking encouraging orders and are planning now for the run of trade which the coming year is sure to bring at its very outset.

How much business you will do during 1922 depends upon how much effort you put forth to interest the buyers of your particular line of manufacture, Mr. Cooperage Man. Therefore, we say, plan now for 1922. Let us start your JOURNAL advertising campaign with the January, 1922, issue. Start at the "drop of the flag," run the full year's course and you cannot fail to come under the wire with "big profits" on the right side of the ledger.

## OUR TRADE ASSOCIATION

The real high light of President Voll's address, as delivered to the members assembled in semi-annual session at Atlantic City, was the point he made that The Associated Cooperage Industries of America would yield to each and every member just what said member put into the organization.

Every member should look upon his trade association as among his most valuable business assets and should make it a practice to use that asset in every way and at every opportunity, to the end of improving, increasing and extending his individual business. And at the same time each member should feel in duty bound to give of his best in furthering the interests of his association, no matter what demands are made upon his time, efforts or support.

To-day The Associated Cooperage Industries of America holds a high place as a trade organization. It has proved its worth, and with its foundations firmly embedded, as they are, in the welfare of the trade it represents, each and every member of the organization can well feel proud of the record so far made by its trade association, while at the same time the industry as a whole can prepare to reap further rewards from the work which The Associated Cooperage Industries of America has planned to do through its trade extention programs, tight and slack, and its "Barrelette" campaign, as inaugurated at the semi-annual.

Our trade association has passed the experimental stage. It is well on the highway of specialized trade campaigning, which campaigning means "Putting the Wooden Barrel Where It Belongs."

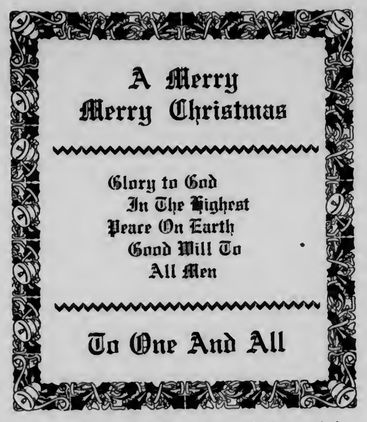
## A SUGGESTION

In this day of high passenger and Pullman car rates one hears considerable complaint about the expense of railroad travel. When it is considered that a journey from Philadelphia to St. Louis, for instance, costs the traveler approximately $50, the complaint does not seem entirely unwarranted. It is not going too far afield to assume that under existing conditions the railroad expense is a factor of considerable influence in determining the attendance at conventions of trade associations.

In an industry that is as widespread as cooperage, where representatives are forced to travel from the ends of the country to their annual and semi-annual conventions, the question of cost of transportation looms up as of prime importance. There are unquestionably many members of The Associated Cooperage Industries of America who consider the expense incident to a thousand-mile journey to a convention as too great to warrant attendance. This naturally operates against a full registration at the Association meetings. When a convention is held in the West the representatives of the industry attending from the East are burdened with a disproportionately heavier expense than Western representatives, and the reverse is true when a convention is held in the East.

This condition of affairs, insofar as railroad expense is concerned, could be materially remedied by the adoption of a plan or system of pro-rating transportation expenses among the members attending. The plan in mind is to pool the legitimate railroad and Pullman expense of the attending membership and dividing the total by the number of individual registrations, assess each one with an equal pro rata share of the entire amount. This would distribute the burden fairly and equitably and would eliminate the railroad fare proposition as a factor in the matter of convention attendance. The members traveling only a short distance to the place of meeting pays a little more than his actual transportation cost, but to offset that he has the advantage of remaining at his business a few days longer than the member who has a great distance to go, and he escapes the discomforts and annoyance of train travel, while the few extra dollars that he pays out at one convention are returned to him on his traveling expense to the next one in a different part of the country.

The plan is not put forth as an original idea, as some trade associations are already using it or something similar, but it is suggested as a matter for consideration. What do you think about it?




## OPENING OF 1922 WILL SEE GREAT REVIVAL OF BUSINESS, SAYS JAMES INNES

There has been quite a demand for slack barrel stock during the last month, and more stock has been moved from the mills than for the three months previous.

The coopers and other consumers are beginning to realize that prices were under the cost of production, and those who have let their supplies run down to the danger point, are now beginning to cover.

Prices all along the line have stiffened considerably, but they are still not very satisfactory to the manufacturers, and another 20 per cent. advance would be necessary to put manufacturing on a sound basis.

So far, there has not been any lumbering done in the North this winter. The weather has been very mild, consequently stocks taken out will be very light. The wet weather in the South has also prevented operations to any great extent, so that production will be very light, both North and South, during the next few months. This will enable manufacturers to clean up stocks on hand pretty well.

While tight cooperage stock is still dragging, the outlook is much better than it was a month ago, and quite a few orders are being placed for prompt and future delivery. Production has almost ceased, partly on account of the weather, and partly on account of the small demand and the unattractive prices.

We look, however, for a great revival of trade, if not before the holidays, immediately after the Christmas holidays, as stocks in the hands of the consumers are very light, and trade generally is improving, and packages will be required to take care of the trade.

## PROSPECTS MOST ENCOURAGING AS NEW YEAR APPROACHES, SAYS C. M. VAN AKEN

The past month has shown considerable improvement in the local cooperage situation. Advances in price of the different kinds of cooperage material, due to a more or less unexpected demand a month or so ago, is directly responsible for the present advance in prices, and because many barrel makers have been considering it wise to anticipate their winter and spring requirements by placing orders during the month, this advance has not only been held firm, but it has shown a continuous upward tendency.

More activity has been seen in cooperage circles recently than has applied any time during the year. Those of us who are familiar with both the manufacturing and the consuming end of the business have been impressed with the fact that what seems like a tremendous amount of cooperage when it is piled on the yard at the mill will melt like a snowball in a July sun when a few coopers begin each to take a car.

There is a fairly good demand for cooperage along promiscuous lines. Stocks at the mills have been reduced to such an extent that a temporary withholding of orders would not be apt to cause great reduction in prices, and because there is general feeling throughout the country that business is improving, there is no probability of any immediate orders being withheld, so we are safe in assuming that in spite of the unsatisfactory conditions during the early part of the year, when the first of January comes, the cooperage man will still be able to enjoy his New Year's dinner.

## BUSINESS IS SURELY IMPROVING, SAYS WALTER C. HARTMAN

Business is surely improving and there is quite a general demand from various sections for stock. A number of coopers who make apple barrels, and the growers themselves, have bought for early winter delivery or shipment next spring, evidently with the idea that prices can move only one way—higher.

General coopers are still making purchases from hand to mouth, but in larger quantities than formerly, and the demand over the entire country for miscellaneous stock is much better.

The purchasing agents of the large concerns are not yet in a very serious buying mood, nor will their stocks on hand permit them to buy and take in large quantities at the present time. A number, however, express their intentions of being in the market the first of the year, and we think that after that time contracting will be very active. Some of the larger buyers purchased considerable stock about a month ago, just prior to the general advance, thus getting in their orders practically at the lowest prices of this movement.

The St. Francis river and other streams of the Southwest show indications of floods, and already high waters have done considerable damage and threaten to curtail an already limited output of stock. All together, we think better times are in view for the cooperage men, and we are pleased to note that there is a prevailing sentiment among manufacturers that prices should not reach an abnormal level in their advancement.

## FEDERAL COURT UPHOLDS RIGHT OF TRADE ASSOCIATIONS TO EXCHANGE INFORMATION

Judge Carpenter, sitting in the Federal Court at Chicago, during the second week in November, dismissed for want of equity the bill filed by the United States challenging a contract between the Linseed Oil Council and the Armstrong Bureau as being a combination or conspiracy in restraint of trade.

In October, 1918, the Linseed Oil Council was organized and operated as a member of the Armstrong Bureau. The purpose of the Council and Bureau was to collect and furnish to the various members current quotations on linseed oil, the record of sales of oil, including prices, statistics as to stocks on hand, crop conditions at home and abroad, and other information of interest or value to the manufacturers of linseed oil. The Armstrong Bureau entered into contracts with certain of the defendants and agreed to furnish them the foregoing information for a consideration.

Pursuant to these contracts the various subscribers daily reported their price lists to the Bureau, and promptly sent word of any change. Other information was also furnished from time to time. The statements received and collected by the Bureau were immediately sent out to all the members of the Association.

Each individual crusher entering into a contract with the Armstrong Bureau specifically and expressly agreed that all information reported to the Bureau or distributed by it, should at all times be purely statistical and pertain only to past operations, and that the Bureau should not be used to enable the constituent members to fix prices for the sale of linseed oil, cake or meal, to limit the sale, production or manufacture thereof, or to divide the territory in which it was to be sold.

### The Question Involved

The question involved was whether an Association, such as the Armstrong Agency (sometimes called the Open Price Plan) is obnoxious to the anti-trust laws, whether or not there is anything inherently wrong in an agreement between producers in a certain line to furnish each other their prices and not to make any sale deviating from the price-list without immediately notifying all the others.

### Associations Not Aimed At by Sherman Act

Associations of merchants and manufacturers, boards of trade and exchanges are of great antiquity. Evidently such associations were not aimed at by the Sherman Act, because they are not mentioned in the act. A distinction was sought to be drawn between the operations of an exchange and what was done by the defendants through the Armstrong Bureau. An exchange sends out reports of actual sales. The Armstrong Bureau gave out price-lists. It is difficult to understand any ground for declaring one legal and the other illegal.

In rendering his decision Judge Carpenter said in part:

"If it is lawful for dealers to get together in an exchange and provide for a dissemination of the prices obtained on actual sales, why should it be unlawful for those producers and dealers in lines where no public exchange has been established, to make some provision for disseminating information of market value or prices? To put it in another way, why should they be limited to the dissemination of the market prices of yesterday, but not those of today.

"In order to obtain efficiency in business, as well as in any other human activity, it is necessary to have reliable, immediate and adequate records. With the progress that has been made in the last century it is not to be expected that business alone stood still.

"A merchant cannot compete with another merchant unless he knows what he must compete against. A knowledge of what his competitor is charging is the first step in competition. It does not follow because one man knows the price which his competitor is asking, and he then fixes the same price, that this action is by agreement.

"Quick and accurate information of what his competitors are charging naturally leads to uniformity in prices. But because one merchant charges the same price that the other merchant charges because he finds that he can get it, does not necessarily indicate that there is any agreement between them to charge the same price. As the Supreme Court said, in the *Steel Case*, a uniformity in price does not prove a conspiracy.

### Anent Stabilized Prices

"But it is charged by the government that the defendants themselves claim that the effect of the Bureau was to stabilize prices. That is to say, as a result of accurate and instant knowledge on the part of producers, the price of linseed oil instead of varying sharply from day to day, as shown by the sales made, assumed an average price without the deviations. If these deviations before had been the result of real competition, based on accurate knowledge by the producers of the real market conditions, then the government is far from sustaining its contentions. The defendants, however, have shown, and their evidence is uncontradicted, that the deviations before existing were caused by the individual producers endeavoring to meet prices of their competitors which had never been made; and it is common in the trade for buyers to make false representations as to the prices made by other producers. Surely, such a condition is not the one that the Sherman Act aims to foster.

"The Government was greatly disturbed by a statement in the defendant Ferry's books that the Armstrong Bureau brought about a stabilized market. This expression seems to have been a great bugaboo. Counsel for plaintiff would have the court believe that the term "stabilized market" means nothing other than uniform prices. Whatever the proper definition of the phrase, the record does not show that there was a stabilization or uniformity in prices.

"The defendants contend, and I agree, that the term 'stabilized market' means the obtaining and distributing of any accurate information that would enable crushers and buyers of linseed oil the better to understand the conditions of the flaxseed and oil market, to the end that the speculative hazards which formerly had worked injury to both seller and buyer would be minimized and eventually eliminated, and the economic law of supply and demand be more intelligently put into operation.

### Associations Are Not Obnoxious to Law

"The prosecution, down deep, evidently believes that an association of producers or merchants must necessarily be obnoxious to the Sherman Act because it affords an opportunity for the members to conspire to restrain trade.

"When there is such an association it is perfectly natural for members to express themselves as to conditions and prices, in fact, that is what the association is formed for, and these expressions have been seized upon by counsel as evidence to show that a corrupt agreement was actually made.

"Logic which assumes that because there is an opportunity to fix prices, therefore prices are fixed, is contrary to the genius and theory of our law. Every man is presumed to be innocent until he is proved to be guilty. If the Armstrong Bureau is to be dissolved merely because it afforded an opportunity for the members to fix prices, then this court, with equal propriety, could be asked to dissolve any lunch club where business men met.

"The bill will be dismissed for want of equity."

## GIVE THE BARREL CONSUMER SPECIALIZED SERVICE

A satisfied barrel user is the best barrel booster that the cooperage industry can possibly have, just as any satisfied customer is the very best asset that any business house can have; and the greatest protective trade policy that any cooperage man can inaugurate is, "Give the Barrel Consumer what he wants." Specialized service pays and pays big, and there is no package using line that is now using the wooden barrel, nor any of the many lines of manufacture that can be developed to use the wooden barrel, that should not secure this class of service from the cooperage trade. By this service will the protecting, increasing and extending of the trade life of the wooden barrel be assured.

## NEW TURPENTINE AND ROSIN PLANT FOR MOBILE, ALA.

The United States Turpentine and Rosin Corporation, said to be capitalized at $1,250,000, will establish one of the largest turpentine, rosin and pine oil plants in the South, at Mobile, Ala., it was announced at a banquet and meeting of stockholders of the concern held in that city early in November. The plant will be located at Crichton, a suburb of Mobile. Another will be operated at Calvert, about 30 miles north of Mobile, where the company is said to control a large acreage of stumpage and timber, from which the pine products will be extracted.

A number of capitalists of the East were in Mobile for the meeting. Among them were Henry D. Tudor, president of the Commonwealth Finance Corporation of New York, and L. M. Umsted, president of the investment banking firm of L. M. Umsted & Co. Clients of the Umsted Company are large stockholders in the concern.

Plants of the size planned in above instances should furnish cooperage business well worth seeking.

## YOUNG HEADING COMPANY'S PLANT DAMAGED BY FIRE

The Young Heading Company's plant at Aberdeen, Miss., was severely damaged by fire of unknown origin during the latter part of October. The loss is placed at approximately $20,000, which was partially covered by insurance.

## WANTS IN COOPERAGE LINES

*Berger Bros., Lew Beach, N. Y., are in the market to hear from manufacturers of stock for lard tubs, candy and stock food pails.*

*Louis Cote, Reg'd., 83 Sault Au Matelot, Quebec, Ont., is in the market for second-hand machinery for grooving and tonguing ice cream tub, pail and bucket staves.*

*"Hoop," care* THE NATIONAL COOPERS' JOURNAL, *Philadelphia, Pa., is in the market for second-hand hoop machinery, planers, pointers and lappers and coilers. Give full information as to machines, price, etc.*

*The Ebner Cooperage Company, 525 East Ninth Street, Erie, Pa., is in the market for white pine staves and heading for making pickled pigs' feet barrels. The Ebner Cooperage Co. are also in the market for galvanized hoops for the same packages.*

## WELCOME BACK, MR. LOWY

It is good news to report that Mr. Max Lowy, president of The Kern Company, New Orleans, La., has returned after an all too long absence, in the opinion of his host of friends, in Europe, visiting his old home and enjoying several weeks in Carlsbad. Mr. Lowy reports that business conditions are very much depressed in central Europe, but they are being gradually reorganized and put on a stable footing, and he looks for a steady improvement from now on.

## LUCAS E. MOORE COMPANY OCCUPIES NEW OFFICES IN NEW ORLEANS

The New Orleans offices of the Lucas E. Moore Stave Company have been moved from the Weis Building to Suite 1119 in the New Hibernia Bank Building. The Hibernia Building, recently completed, is one of the finest and largest office structures in the South.

## I. SUKONIK IS OPTIMISTIC

I. Sukonik, proprietor of The Sukonik Cooperage, Philadelphia, Pa., when seen at the convention of The Associated Cooperage Industries of America, at Atlantic City in the early part of November, stated that conditions in his business were slowly but surely working out to a satisfactory plane.

If the anticipated reopening in demand for tight cooperage is realized, Mr. Sukonik is of the opinion a comparatively short time will see the Sukonik Cooperage back on a normally prosperous basis.

## HONORABLE E. P. SMITH SUCCEEDS R. M. WELCH AS PRESIDENT OF OMAHA COOPERAGE CO.

To fill the place of Raymond M. Welch, whose death occurred September 25th, a meeting of the board of directors of the Omaha Cooperage Company, Omaha, Neb., was held Saturday, October 8, 1921, and the following officers were elected: Hon. Ed. P. Smith, president (representing Welch interests); W. C. Estes, treasurer and managing director; Geo. Emery, secretary and superintendent of factory.

## CONFERENCE ON FOREST PROTECTION

A conference of forest land owners was recently held under the auspices of the State Development League, in Seattle, Washington, for the purpose of discussing and proposing additional legislation for forest protection. Amended fire protection laws were advocated as well as revised taxation on standing timber. The perpetuation of the State forests was under discussion.

## A NEW STAVE AND HEADING COMPANY

The Caruthersville Stave and Heading Company, recently organized, with main offices at Caruthersville, Mo., has been granted a charter. The capital stock of the new organization is placed at $15,000.

## STAVE AND HEADING PLANT COMMENCES OPERATION

The new stave and heading plant of the New Hampshire Stave and Heading Mill Company, located at North Stratford, N. H., has been put in operation. The company estimates that it has sufficient timber for a run of approximately twenty years.

## CREAMERY PACKAGE COMPANY FILLING BIG STAVE ORDER

The Creamery Package Company, Blytheville, Ark., is running full time on an order for 3,000,000 staves, which are being loaded out as fast as they are cut. It is expected that this, together with other business in prospect, will keep the company's mills busy for some months.



# The Associated Cooperage Industries of America
## In Great Forward-Looking Convention at Atlantic City, N. J.

While the semi-annual convention of The Associated Cooperage Industries of America, held at the Hotel Traymore, Atlantic City, N. J., November 9th, 10th and 11th, will not be set down in cooperage association history as the largest in point of attendance, it will, however, be justly recorded as topping all other meetings, so far held, in the matter of lasting significance to the cooperage industry, by reason of having promptly adopted and, thereby, set in motion two of the greatest and most vitally important business-protecting and trade-increasing movements, namely, the Trade Extension programs, as prepared by the Trade Extension Committees of both the tight and slack groups, and the acceptance of the "barrelette," that the Association has, to date, inaugurated.

In addition to the two above-mentioned actions as taken at the Semi-Annual, the appointment by the Executive Committee of two members, one from each branch of the trade, to act with Col. B. W. Dunn's Committee on the matter of standardization of containers, was of equal importance so far as resultant good to the cooperage industry is concerned and the planned work of this Standardization Committee of the Bureau of Explosives, of which bureau Mr. Dunn is chief, should be and must be constantly in the mind of every cooperage and cooperage stock manufacturer, tight and slack, from now on, with each and every one working to "put the wooden barrel where it belongs"—at the head and front of all shipping containers.

What trade extension means to the cooperage industry in the matter of boosting the wooden barrel, tight and slack, so that its life and use shall be continued and increased and by this continued life and increased use assure the business success and permanency of the thousands who go to make up the body of our trade, should by this time be fully apparent to all. The time is past, and has been for a number of years, when the "let George do it" spirit, so widespread among cooperage men, can be longer indulged in.

Barrel-boosting action, real, earnest, continuous and big, without a single thought of expense or time needed to accomplish the results desired and necessary, is the alternative that now confronts the cooperage and cooperage stock men, tight and slack, new and second-hand, and it is good to report that in the adoption of the trade extension programs at the semi-annual meeting the members assembled at Atlantic City gave convincing proof of their determination not only to hold fast to such trade as they still have, but to regain much, if not all the ground so far lost to substitutes, as well as campaigning in new fields where the value of the wooden barrel as a shipping package will not fail to quickly establish itself. That every member of the Association will give hearty support to the trade extension plans as adopted at the semi-annual there can be no shadow of a doubt, since the business interests of each and every member of the entire cooperage industry, as well as every Association member hangs upon the success of this trade extension work.

With the acceptance of the barrelette and the general introduction of this new small package it is not only confidently believed but assuredly expected that further encroachment of the box and other substitutes in the apple-packing and shipping field will be checked and also that the barrelette will open up new and profitable lines of service in other industries having package needs which the new barrelette is fitted to perfectly fill.

All told, the deliberations of the Association body at the semi-annual, in both individual group and joint group sessions, as well as the general session, achieved results, the effects of which cannot help but work much good to all concerned.

### GENERAL SESSION

At 2 P. M. Friday, November 11th, the cooperage and cooperage stock manufacturers, tight and slack, met in general session with all Association members in attendance at the Semi-Annual. President E. P. Voll was in the chair, and after calling the meeting to order delivered his opening address as follows:

### PRESIDENT VOLL'S ADDRESS

I wish to congratulate you and the entire cooperage industry for having weathered the storm of trade depression of the past year, and let us all congratulate ourselves for being members of The Associated Cooperage Industries of America, as it was through our Association and its various departments that we were able to co-operate with and for each other to finally arrive at the turn of the road.

#### Members Should Give Their Best Efforts to Association Work

Now that we are on the newly paved highway of normalcy we hope, by united efforts and strict adherence to the fundamental principles of the Association, to be able to travel the road of prosperity for sometime to come.

Our Association is really the property of each one of you and like all other properties in this world, you can obtain returns from the Association by putting something in to it. For instance, if you are called to serve on a committee, in justice to all, do it. Right

PRESIDENT EDWARD P. VOLL, ST. LOUIS, MO.

now, let me say to you that we have in our ranks men that are as capable as will be found anywhere, but unfortunately in many instances when we have called upon members to serve on committees, they have either declined to do so or having accepted the appointment they fail to devote any time or attention to the work, leaving it for the few to do it all. This should not be—when a member is called upon to act on a committee, in justice to the other members he should do so or immediately notify us that he cannot serve so that another appointment can be made.

Your Secretary and Manager does all he has the power to do; your Officers have done all they could to serve in a faithful manner the interests of the Association as a whole, but the committees of which there are always a goodly number, have been the ones to throw the wrench in the gears of our otherwise smooth running machine—the Association. May I be permitted to suggest that in future we hold our committees to the smallest possible number. There are some committees who have functioned most faithfully and to these gentlemen I wish to express my sincere appreciation and thanks.

#### Members Should Consider Association Their Most Valuable Business Asset

You can make your Association of value to you—and remember this Association really belongs to each and every one of you as an individual—provided you will exercise the privileges offered by the Association. Take your Traffic Department, which I consider highly efficient and which you ought to use to the fullest extent; our Legal Department has handled in conjunction with the Secretary and Traffic Department some weighty

SECRETARY V. W. KRAFFT, ST. LOUIS, MO.

problems and has supplied such members as have been wide awake enough to use this department, much valuable service and information.

#### Time for Barrel-Boosting Action Is Now

At the time of writing this report, I am unable to state what action will be taken on our trade extension programs, but I cannot refrain from making a few remarks because of its tremendous importance to the industry, and the possibilities it offers. Every gentleman present undoubtedly has observed the manner in which all other lines of industry push their business by advertising or using various methods of trade extension. Are we going to continue as we have for many years—waiting for the business to come to us while in reality manufacturers of other forms of containers by consistent advertising are rapidly taking our business away from us?

#### Quality Stock and Quality Barrels Mean Increased Trade for Cooperage Industry

We all know we have the oldest and best container known to mankind, and it simply remains for us to let the rest of the public know about it. Unfortunately, there has been a disposition on the part of the cooperage people to rest in imagined security on the fact that it is such a wonderful container, but if they will analyze the developments of the past six or eight years they will be disillusioned. I sincerely trust that everyone present has subscribed to this trade extension program and in that manner assisted in the advance of their own business interests. It is, however, necessary that the producer or mill man makes his stock strictly up to grade, and in that manner deliver it to the Cooper who must in turn use it properly so as to finally deliver to the consumer a container that will bring repeat orders.

You will be called upon to register your views on the proposed revised Constitution which has been drawn up in order to meet the growing requirements of our Association and with no fundamental changes in the aims, purposes and character of the organization.

#### "One for All—All for One"

In conclusion, I desire to state that the value of this Association to each member largely depends upon his own attitude toward the Association and his realization that the Association is functioning for the good of the whole, not for any individual, and that at no time is there ever permitted knowingly any discrimination. At all times the efforts of those operating the Association are directed toward achieving the greatest benefit for the entire industry. Sincerely hope that we will have each and everyone's co-operation during the coming year in order that we may succeed in "Putting the Wooden Barrel Where it Belongs."

The report of the Treasurer as duly submitted, was approved and accepted. The report of Secretary Krafft was next in order and, as usual, this report mirrors most accurately the height, depth, width and length of the Association's activities.

### REPORT OF SECRETARY KRAFFT

The Association has stood the test. Despite the unprecedented adverse conditions that have prevailed, it stands stronger because of them. They have served as a background against which the hope of future development and prosperity of the industry might be realized. Can anyone doubt the effectiveness of our organization in holding together the various elements of the industry under conditions which exerted an influence in the opposite direction? Bad as they were it requires no imagination to realize what would have occurred had there been no organization. It is significant that during the past six months there have been but few resignations and the Association can justly congratulate itself upon being today intact and on a firm foundation.

Existing conditions in the industry emphasize the urgent necessity of "Putting the Wooden Barrel where it Belongs." It is plain to be seen that the members are probably more impressed with the importance of "Quality" than at any time in the history of the business. After all, experience brings about a better realization of the conditions under which an industry is laboring, and the obvious remedy for its ailments. It is noticeable that in many respects the Association and its members have been brought more closely together. The facilities and services offered by the Association have been freely utilized, with the result that the volume of work falling on the Association office for some time past has been greatly increased. Conscious of the proper functions of an Association, we have contributed our best efforts to accord the kind of service to which the members are justly entitled. We will not attempt to enumerate in detail the accomplishments of our Legal Department, Arbitration Service, Traffic Department, Inspection Service, Statistical Service, Bulletin Service, etc., but an extra effort has been put forth with a view to making each of them as helpful as possible.

#### Association Has Made Fine Record

Our membership to date is 540, compared with 558 six months ago. Thus you will see that the Association has weathered the storm and remains intact, some slight falling off being the inevitable result of the conditions through which we have passed. To offset this slight decrease, we have enrolled three at this meeting.

One of the recognized factors affecting the situation is the railroad problem. The effect of the existing level of freight rates is clearly apparent, and our efforts and influence should properly be directed toward securing a readjustment in rates that will permit of the free movement of traffic. You are familiar with some of the steps that have been taken and which will be mentioned in the Traffic Manager's report.

The outstanding problem confronting the industry is that of recovering, retaining and extending a market for its products. This matter has engaged the attention of committees who have formulated plans for practical trade extension campaigns for both the Tight and Slack Groups. We cannot help but feel that the future of our industry will largely depend upon the action taken at the present meeting on this important matter. Coupled with this is the subject of Quality which has been discussed time and again, and its relation to the welfare of the business has become so clearly apparent during the past months, it is sincerely hoped that its importance has been fully impressed on the minds of manufacturers and that they will no longer permit themselves to disregard this necessity in the discharge of their responsibility to themselves and their industry.

### Trade Extension Work and "Quality" Will Spell Big Gains for Cooperage Industry

While it is gratifying to note the increasing interest on the part of the carriers in the important subject of containers and their relation to loss and damage, it is a matter of regret that they have failed to realize one of the most important factors entering into this question as well as its obvious remedy. The form of container used is largely influenced by its cost. This includes not only the original cost of the container but the freight charges incurred in the transporting of commodities packed in the various forms of containers. Necessarily, the better containers, among which the barrel stands foremost, cost relatively more than inferior and flimsy containers, but the carriers in their misguided efforts to secure what they conceive to be a maximum revenue, fail to encourage the use of better containers by so adjusting their classification ratings and freight rates as to influence the use of such containers. In other words, on the one hand they deery the enormous losses resulting from damage, etc., and on the other hand they penalize the use of the better container which would largely eliminate loss and damage. This is a matter which we conceive to be of fundamental importance and which we are taking steps to bring forcibly to the attention of the American Railway Association, Freight Claim Agents' Association, and other agencies established by the carriers for the handling and study of this problem.

A study is being made in most of the Groups of overhead cost. Much has been said in the past regarding the importance of cost, but very little accomplished because of its imaginary intricacies and difficulties. The element of raw material and labor are readily determinable, but the difficulty lies with the indefinite elements of overhead cost, and a consideration of them by each Group with a view to arriving at some intelligent knowledge of the subject and producing a plan whereby members will be enabled to keep themselves informed upon it, will be of inestimable value. This is a constructive work and the kind that gets results. If members will only realize the possibilities of such a survey and that it will mean putting their business on a more substantial and stable basis, we feel sure they will be glad to co-operate to the fullest extent with the committee of their respective Group having this matter in charge.

During the past six months the Secretary has attended various hearings before the Interstate Commerce Commission, conferences with the Western Trunk Line Committee, Southwestern Traffic Bureau, etc., and quite a number of meetings of the various Groups. Efficient Group organizations are essential to the working out of matters peculiar to each Group. They stimulate a spirit of co-operation which manifests itself in the consideration of matters affecting the industry in general and the Association itself.

The number of important committees created for the consideration of various subjects of vital import, indicate that the Association with its Group organizations, is functioning along proper lines. The task of co-ordinating the work of the different committees so that effective results may be secured, naturally falls on the Secretary's office. The character of our organization is such that the activities of the two main Groups, as well as the various sub-groups, entail a large amount of work of a detailed, administrative nature. In addition, the operation of our several services and of matters relating to and affecting the entire industry consume much time and attention. As the Association progresses and becomes more effective, this work naturally increases in scope and importance.

### "Barrelette" Should Prove Trade-winning Package

One of the matters requiring our attention was the apple barrel situation. It has become clearly apparent that in order to retain that market for barrels a package of smaller unit than the whole barrel is necessary, and failure to supply that need would inevitably result in the universal adoption of boxes. After considerable investigation and experiments as well as negotiations with the Bureau of Standards of the U. S. Department of Commerce, a "barrelette," or half barrel that will contain approximately one and one-half bushels of apples, has been evolved. The dimensions of this package are such as to make it a practical container for apples, and its wide use is confidently anticipated. The barrelette is made of 18" staves, cut 6 to 2", ⅜" bilge, 15½" heading, 15½" between the heads, and about 58" outside circumference. The Bureau of Standards has declared this to be a legal container for fruits and vegetable other than cranberries.

Through our Bulletins we are trying to keep members informed on matters of general and specific interest. Again, in the operation of this service, the various Group interests are regarded. It is not always practical nor economical to issue separate bulletins covering every subject or all subjects of interest to each group. Therefore, all members are not necessarily interested in every item of our bulletins, but it is hoped that each member at times finds something of particular value to him.

We have been enabled to provide members with pamphlets issued by the Chamber of Commerce dealing with various subjects of general interest, as well as a series of bulletins issued by the Corporation Trust Company of New York, dealing with the subject of tax revenue.

The final bulletin covering the production of Tight and Slack Cooperage Stock for the year 1919 has been issued by the Bureau of Census, U. S. Department of Agriculture, and is now available. Copies have been generally distributed by the Bureau of Census to manufacturers. Those who have not received a copy may do so by applying to the Association office.

Surely the Association should make every effort to realize the aims and purposes for which it was established. To that end the organization is anxious to give its earnest efforts. However, a certain amount of co-operation is necessary. This is your institution, maintained by and for you, and needs your co-operation in its upbuilding and strength.

## TRAFFIC REPORT

The disturbed commercial condition and its depressing effect upon the movement of traffic in general; together with unsettled labor questions created a very unsatisfactory and perplexing situation with respect to matters pertaining to transportation and in consequence, many difficult problems were presented which required constant vigilance in protecting the interest of our members.

While it was apparent that a definite improvement was contingent upon a material reduction in the existing high level of freight rates, as well as the restoration of former rate relationship existing prior to the inauguration of the percentage increase authorized by the Interstate Commerce Commission in Ex Parte 74, the unsettled conditions prevailing did not seem to indicate the advisability of immediate procedure in this respect. However, in view of the recent developments it was decided to take definite action towards a reduction in freight rates, in the interest of our members, and accordingly we filed an intervening petition in behalf of cooperage stock and rough material in formal complaint I. C. C. 12995. This docket covers rates on hardwood lumber and forest products from southern and southwestern territory and inasmuch as the rates on cooperage stock are practically on the same basis as those applying on lumber, and therefore contingent upon the lumber rates, it was deemed expedient to direct our efforts toward securing a reduction in freight rates on cooperage stock, with those of other forest products interests, as it was felt that a combined action in this respect would be more effective than if a separate complaint were filed covering cooperage stock only. A hearing was held at Washington, D. C. beginning Oct. 4th, 1921, and testimony submitted by Mr. V. W. Krafft and Mr. W. B. Foley, in which the situation confronting the cooperage industry from the existing level of freight rates was clearly placed before the Commission, and in accordance with the prevailing impression it is anticipated the petition will be granted and a reduction ordered by that Body.

In addition to this, the Association went on record with the Interstate Commerce Commission in presenting a resolution adopted by our members fully outlining the adverse conditions with respect to the prosperity of the cooperage business caused by the existing high cost of transportation, and protesting against the continuance of the horizontal advance in freight rates authorized by the Interstate Commerce Commission in Ex Parte 74, as well as voicing its opinion that a repeal of the existing freight rates should be made by a similar horizontal percentage reduction to the greatest extent possible under existing conditions.

### I. C. C. Docket 11818

has reference to the assessment of $10.00 penalty charge on shipments of lumber and forest products, i. e., cooperage stock, etc., held for reconsignment beyond the free time limit of 48 hours. A hearing of this case was held in Chicago, Ill., June 13th, and testimony tending to show the discrimination effected by assessing this penalty charge against shipments of cooperage stock was presented by Mr. Krafft. Mr. L. Burnett of J. C. Penmoyer Co. and Mr. E. F. Stecher of J. D. Hollingshead Co., Chicago, Ill.

It was clearly shown that the situation which involved the establishment of this charge as to lumber does not prevail in connection with cooperage stock. It is expected in view of the facts presented, that the Interstate Commerce Commission will recognize the injustice of this charge against the shipments of cooperage stock and order the carriers to discontinue its application at least so far as our product is concerned.

### Consolidated Classification Committee Docket No. 7

covered proposed specification for oil barrels, as an amendment to rule 5, section 6, of the consolidated freight classification. This matter has been the subject of consideration by our members and Committee on I. C. C. Specification No. 10, as well as the Consolidated Classification Committee, it being found desirable by them to establish a specification on oil barrels in the interest of an adequate container for the transportation of oils. The last hearing of this subject was held in Chicago, July 25th, and a specification was finally agreed upon and adopted by the Consolidated Classification Committee, and is now published in supplement 9 of the consolidated freight classification No. 2. A copy of this specification has been supplied to interested members.

### Western Trunk Line Docket No. 6 (Redocketed)

which proposed cancellation of Class D rating on cooperage in Western Trunk Line Territory, has been heard on a number of occasions and we have up to this time been successful in preventing any changes. The matter was redocketed and a hearing held in Chicago, Ill., April 19th, which was largely attended. We have reason to believe that no adverse action will be taken at this time toward disturbing the existing rating. However, the Committee expects us to co-operate with them in working out some adjustment of minimum weights at least more in line with the loading capacity and are looking to us for some recommendations in this connection. This matter is receiving the attention of the Coopers' group.

### Southwestern Freight Bureau Docket No. 3077

refers to the adoption of a mileage scale of rates on cooperage in southwestern territory. A proposed schedule of mileage rates in the interest of uniformity was presented by the carriers to apply on cooperage, which was submitted to our members for adoption and accepted by them. The matter was then referred to the carriers who requested the Southwestern Freight Committee to docket same for consideration and a hearing set for November 3d, in St. Louis, Mo. On receipt of advice from the Committee relative to the docketing of this subject, it was discovered that the mileage scale as submitted by the carrier was entirely at variance with the one accepted by our members. The matter was immediately taken up and after a conference with the traffic officials of the carrier submitting the advanced scale, they agreed to re-submit a mileage scale in accordance with the one adopted by our members. Accordingly, docket No. 3077 was withdrawn and hearing cancelled, with the understanding that a new docket will be submitted at a later date.

The Traffic Department was able to render valuable assistance to various members in connection with adjustments and rate difficulties confronting them, or in which they were involved; its activities are being taken advantage of continually, and it is apparent from the numerous inquiries received the information furnished relative to traffic matters is undoubtedly proving of great benefit. One of the most important services rendered by this Department and of vital interest to our members is the matter concerning the liquidation of claims for overcharge and loss and damage, as the payment of excess or erroneous freight charges represents an actual loss in the conduct of one's business. We are prepared to handle matters of this kind under a reasonable percentage arrangement, and it therefore behooves you to take advantage of this privilege, as no doubt in view of misunderstanding and different opinions as to the assessment of correct freight charges brought about by the application of increases authorized in General Order No. 28 and Ex Parte 74 many shipments are overcharged, which results in a loss unless properly adjudicated.

This Department and its facilities is established and maintained for the purpose of protecting the industry as well as to assist our members in solving their traffic problems and is therefore at your disposal; if you do not avail yourself of the opportunity presented, it is your loss—the service is there.

### Report of Membership Committee

Of striking significance, as to the worth of Association membership, was the report of O. T. Steudle, of St. Louis, Mo., chairman of the Membership Committee, which report follows:

"We all well know the conditions which have prevailed during the past several months, which have made it rather difficult to convince the prospective non-members why they should join the Association, especially as it meant an outlay of funds. As was to be expected in such a trying situation the Association has experienced a slight decrease in membership, but we nevertheless believe its condition in this respect will compare very favorably with like organizations.

"Our net membership as reported at the last May meeting was 558, since then there have been added ten new members and 28 taken off, making a total as of November 5th, 540. During the present meeting three new members have been enrolled, making our membership as of this date 543.

"Might add that we have tried to spread the gospel and put in a good word for Association membership whenever the opportunity came up, to speak or write to non-members, and we hope that any effort put forth in this way will, when conditions are better, bring the looked-for results."

### Action On Revised Constitution Carried Over

The matter of action upon the revised Constitution was scheduled to follow the report of the Membership Committee, but it was decided to carry this action over until the May Annual.

### New Plan to Cover Mill Inspection

In placing before the meeting the recommendations of the Executive Committee, Secretary Krafft stated:

"First, in the operation of our mill inspection, the committee came to the conclusion that a change in the method of administering is desirable. It has been operating a year and a half without cost to the members. Practically all of the members have had an opportunity to become familiar with its operations. It has been of much value to many and no doubt all have received in some measure benefit from the work. The Executive Committee has adopted a plan whereby those requiring or desiring this service will pay for it at the rate of $25 per day for the first day and $15 per day for subsequent days. It is felt that the mill desiring the service would not refrain from using it by reason of the charge. Also, the extent to which the service is really wanted, will be determined.

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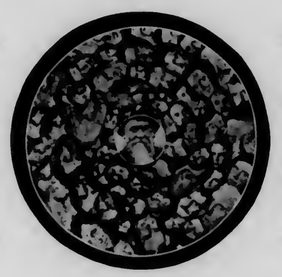

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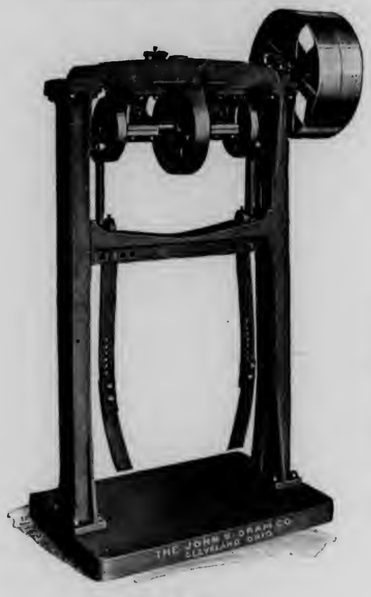

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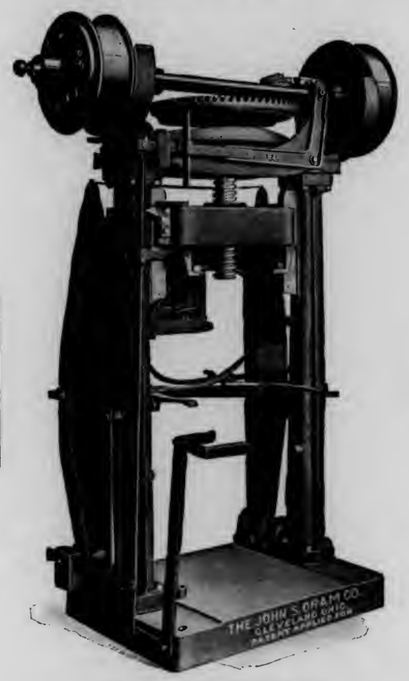

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### 1922 Dues Reduced 10 Per Cent.

"The Committee has also submitted a resolution with reference to the matter of dues for 1922. It is anticipated that with the saving that can be made in the operation of the mill inspection service, and in connection with other economies, that we would be justified in authorizing a remission of dues for the year 1922 in the amount of ten per cent., so that for next year the dues will be decreased by ten per cent. It is the idea of the committee that at the end of that time further consideration can be given to the matter as to whether a further remission can be made; or, if it is found impossible to operate the Association on a basis of efficiency it may be necessary to make a change."

### Resolutions

Upon motion of Mr. Knox, the chair was instructed to appoint a committee to draw up and incorporate in the records of the Association, and also furnish to the families of the deceased, resolutions of regret and condolence because of the demise of the following members of the Association in the past few months: John Wacker, president and general manager of the Ogeechee Valley Stave and Heading Co., Rocky Ford, Ga.; Wm. E. Marsh, president of the American Stave and Cooperage Co., Chelsea, Mass.; Robert Welch, The Robert Welch Company, St. Louis, Mo.; Wm. F. Wolfner, National Cooperage and Woodenware Co., Peoria, Ill.; R. M. Welch, president of the Omaha Cooperage Co., Omaha, Neb., and W. T. King, New Orleans.

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A matter of vital importance to the cooperage industry was that covered by Col. G. E. Carlton, of the Bureau of Explosives, New York, the full gist of which matter can be secured from a reading of Col. Carlton's paper, which is herewith presented:

## STANDARDIZATION OF CONTAINERS

### By Col. G. E. Carlton

"I have been associated with some of your members for many years, and they are familiar with our organization. However, there are some of you that have not been closely in touch with the work I represent, and an explanation will not be amiss. I was requested to attend your meeting by my chief, Col. W. B. Dunn, who is Chief of the Bureau of Explosives.

"The Bureau of Explosives is simply an organization for the purpose of securing safety in the transportation of all kinds of dangerous articles. It was organized originally by the railroads in 1906 and since that time has taken in as members a great number of manufacturers of dangerous articles, manufacturers of containers, and others interested in the manufacture of dangerous articles.

"In connection with the work we have had to prepare and compile specifications for containers. I think it was a general appreciation of the work that has been done by the Bureau in getting in touch with the users and manufacturers of containers so as to bring them together and agree to definite specifications for various kinds of containers, that led the railway executives some time ago to ask the Bureau of Explosives to take up another branch of work in order that they might make similar investigations on all kinds of containers, and to eventually prepare specifications for containers for all kinds of articles.

### Will Study All Containers

"That is a very broad field which has to do not only with tight and slack cooperage, but with wooden boxes, metal boxes, paper boxes, steel barrels, crates, baskets, hampers and bags. There is enough work ahead of us to keep many men busy for many years. It is with the idea of asking your help in the starting of this work and in carrying it to completion that I am with you today. We desire to carry our work out in a way that will be satisfactory to the manufacturers of containers, to the users of containers, and to the transportation companies. In order to do this we must become definitely known to all of the various associations; we must get in touch with their committees and members; we must have our men learn what you are doing and get into the spirit of your work in order that we may be successful in our efforts.

"Our idea in connection with the work which we have ahead of us is to simply make a start in some way or another, and allow the work to expand and progress as may be demanded. Naturally the first thing we have to do is to build up a personnel, and that means a very peculiar personnel. The men that have to do the actual work will of course have to become familiar with the industry and transportation and commodity requirements, and this means that they will have to investigate several kinds of containers. They will have to study the containers, how they are made, and how they are used. So far we have selected and started to work, four young men, all of them technical engineers of good education, and enough experience in order to enable them to have a certain amount of judgment and experience in their work. It is necessary that we take young men because they have got to spend a good deal of time in study; it is necessary that we take the technically trained men because they have got to investigate engineering questions in regard to the construction of packages. The package is entirely an engineering structure, and its construction is something that should receive the attention of an engineer, and invariably such a man can improve a package.

"Our first training of these men is possibly going to be peculiar. We are going to take them and put them in our regular line of work. We expect them to become familiar with I. C. C. regulations, and to travel around the country and see what is done with packages for dangerous articles, to study transportation questions, to visit stations to see how packages are handled, to visit transfer and unloading points, and in general get a thorough knowledge of how freight is handled. We expect them to go to the factories where commodities are packed into these containers, and to see the difficulties that are met with by the shipper of the commodity in getting his article in the container in the proper way. They will go to the manufacturer of the container and learn what they can about the difficulties the manufacturers have and the problems they have to meet.

"After they have completed the training, they will naturally be assigned to some particular commodity. It is possible this may be fresh fruit, or a sub-division such as oranges from California, or some other special commodity. They will be required to study the commodity and the containers used for it.

"Their work, in addition to becoming familiar with the industry itself, will include the collection of specifications for containers, such as may be drawn up by committees, or by industries, or by associations, or by the railroads. These will all be examined and studied; their good points will be located as far as possible, and their defects will be eliminated. Each man will be expected to become familiar with as many specifications as is practicable.

"It will be necessary for each man to work in close touch with any committees of associations, to assist them and to allow them to assist him in the work. The manufacture, the use and the efficiency of each particular container will be investigated as far as possible. If a barrel is being investigated, that type of barrel will be followed from the manufacturer to the shipper, and from him over the railroads in order to determine how it arrives at destination and delivers its contents.

### Prepare Tentative Specifications

"After the engineer has become thoroughly familiar with these conditions and with the recommendations of other men, he will then be in a position so he can utilize the information and prepare what might be called definite tentative specifications. These specifications may be large in number even for any particular type of container. For instance, it may be possible that in connection with barrels there may be fifty specifications, but the number of specifications will have nothing to do with it. He will be required to prepare from the experience that he has had, from the information that he has obtained a sufficient number of definite specifications in order to cover the necessities of transportation."

Mr. Carlton said another phase of the work that would undoubtedly prove of value would be the revealing of defects and improper construction. He expressed the opinion that most packages do not have serious defects, but in almost every case he had discovered there was a chance for improvement, and frequently the improvements tended to economies in construction. The various tests being conducted at the Forest Products Laboratory, Madison, and by associations and manufacturers have in many cases resulted in more economical construction. "One of the most important points of this kind was in the case of the ordinary nailed box, where it was discovered that by including a few more nails in the package its strength and efficiency were enhanced from 100 to 200 per cent., and the increased cost was practically nil.

"Containers as a whole are good; some are better than others; some are more suitable for some commodities than others, but invariably we find in any particular container that when it comes to the use of it, some are using a very good type, some are using a first class type, but a considerable number are using the cheapest package they can get.

"In our investigations we desire to find the best type of container, or rather the best kind of a particular type that is being used voluntarily by the majority of the trade. Having found that and having prepared specifications for it, and making them so that when a man sees his package is made according to those specifications, and assuming his honesty of course, you will know you have got a certain package and something you can depend on.

"One question brought up in this connection is, that it is impossible to prepare specifications definitely on account of the variations in different localities. I am not prepared to say whether that is really true, but we do not expect to disregard the question of locality. We expect to extend our work all over the United States. We expect to receive help from everybody that will give it from the Atlantic Coast, the Middle West and the West.

### The Container "Jury"

"After these specifications are prepared some time in the future, they will then be presented by our men for the consideration of our chief, Col. Dunn. At that time and probably before that time, in connection with our general investigations, there will come up certain questions as to whether this condition is correct or that condition is correct. It is impossible for Col. Dunn or for any other man to answer questions of that kind. It is impossible for him to so prepare himself that he can answer them. These questions will be with regard to all industries and to all containers. For that reason it is Col. Dunn's idea to have what he calls an assistant committee or jury, to whom he can submit such questions and obtain answers, and he has asked your association to appoint a man to this committee to represent you; a man to whom he can apply for reliable information in regard to any point that may come up in connection with the preparation of the specifications.

"That man should be a man of broad caliber; he should be a technical man, able to understand engineering problems, able to appreciate the results obtained by tests, and able to understand how packages should be constructed. He must be a practical man who knows the difficulties that you meet with in your factories every day, who knows the limitations of your machines, and the kind of lumber and materials that you can obtain. He must be a man of broad experience and a man of good judgment. He must be a man who, when he speaks, can be relied upon by your own industry.

"It is not necessary that you feel that when he makes a final answer that that is the end. In the preparation of definite specifications for any container, after the engineer has done his work, it then becomes desirable and in fact necessary to present the results of his work to the users of the article. Those specifications having finally been determined through the work of our investigators, through the utilization of your association and your committees and your members, having been presented to this so-called jury which will consist of representatives of all of the various container associations in order that each container may have been passed upon, will then still be considered tentative.

"It will be necessary to submit the specifications as an approved, recommended practice, first to the manufacturing association, second to the associations of shippers of the commodity including the manufacturers and probably the wholesalers, and finally to the transportation companies. There they will be considered, not probably from an engineering standpoint, but from a utilization standpoint, and it is hoped and expected that we can eventually reach an agreement.

"If we can arrive at that point, and I see no reason why we should not, we will then have something that we can take before any authority and say, 'here are a number of specifications that are agreed to by all concerned. They are apparently correct from an engineering standpoint, and sufficiently satisfactory from the standpoint of use and transportation. These are the specifications for packages and should be complied with.'"

In conclusion Col. Carlton stated that the Bureau was simply an agent that is endeavoring to reach everybody interested, to accumulate the necessary knowledge and prepare specifications that will give a container that the user can rely upon, and when a man comes to a container manufacturer with an order for containers, the container manufacturer will know the minimum requirements that have to be met, and the "minimum requirements that every honest cooperage maker in the country will have to meet."

"I wish to impress upon you gentlemen the importance of having a member, or possibly members, inasmuch as you have two distinct branches to your industry more or less separate in type, represent you upon this jury, upon whom you can rely to give us the very best information and help that is obtainable. We desire to work with you and we desire to have you work with us."

Immediately following Col. Carlton's reading of his paper, President Voll assured him of the fullest cooperation of The Associated Cooperage Industries of America in the work in hand, and upon a motion made and duly seconded the Executive Committee appointed two representatives to serve on Col. Dunn's committee.

With these last appointments made, the work of the general session was brought to a close and the semi-annual meeting adjourned with much to its credit in the way of fine trade plans set in motion.

## SLACK STOCK AND SLACK COOPERS IN JOINT SESSION

In the Belvedere Room at 11 A. M. Thursday, November 10th, the Slack Cooperage and Cooperage Stock Groups met in joint session, with E. A. Powell, of the Powell Cooperage Co., Memphis, Tenn., presiding.

### Trade Extension First Order of Business

As all members of both the slack groups had received full information of the plan suggested by the Trade Extension Committee, prior to the semi-annual meeting, and were, therefore, well informed as to the work to be done, Secretary Krafft went at once into the heart of the subject by saying:

"You will recall at the St. Louis meeting a general plan was presented for trade extension work, and endorsed, and a committee appointed to work out the details and submit a plan for supporting and operating such a campaign. I question whether it is necessary to try to convince any man in the business as to the necessity of something being done to counteract the influence of substitute containers and other forces working against the barrel as a container. In the past eight or ten years competition has grown rapidly and has reached that point where unquestionably the barrel as a container is threatened in every line where it is used. Mr. Samuel Adams, of the *American Fruit Grower*, told us at our May meeting that within five years, seventy-five per cent. of our apple barrel trade will have disappeared unless we take the necessary action to meet the container requirements of the apple people. This shows the trend in all lines, and our trade extension plans have been carefully worked out by the committee after several meetings. The details of operating such a campaign would be assumed by a trade extension campaign committee.

### Will Have Field Man

"The principal feature of the plan recommended by the committee is the employment of a field man, who would devote his entire time in the interest of slack cooperage.

"All members of both the slack groups have been provided with the plan suggested by the Trade Extension Committee, and you will each recall that in presenting their plan the committee stated that in many instances users have adopted a substitute container because of certain difficulties and annoyances encountered in the use of wooden barrels which could have been avoided had there been a full understanding as to the proper handling of barrels as well as the kind of cooperage best suited for the purpose intended. The proposed field man would investigate barrel-using industries, in present and prospective lines, as well as those lines which have practically discontinued the use of the wooden barrel. Also the field man would be available to members whose customers express dissatisfaction and threaten a loss of the trade. In other words, the field man would educate container users as to the merits of

the wooden barrel as a container. The plan also calls for publicity work in various trade journals covering such pertinent fields as the flour, canning, chemical, glassware, lime, cement and other industries where the barrel would provide the best container for certain usages.

"We know that the chemical industry affords possibly the largest new market for cooperage; the industry is developing rapidly, and bids fair to reach enormous proportions in this country. The correspondence that we have had with chemical concerns plainly indicates that they are very much in the dark as to the proper container. It is obvious that the proper thing to do is to make a careful survey of their requirements and cooperate with them in the securing of containers adapted to their needs.

"I believe all of you realize the possibilities of the work of a field man in various industries; by exhibits, by conferences and real customer co-operation."

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Immediately following Secretary Krafft's remarks an interesting discussion was opened up as to the "whys" and "wherefores" of the decline in the use of the wooden barrel. C. M. Van Aken, of the C. M. Van Aken Cooperage Co., New York, gave as his opinion that it was price fluctuation that was causing the trouble, while Mr. Powell affirmed that the fluctuation in cooperage and cooperage stock prices was no greater than in other lines of manufacture serving in container fields.

Mr. Van Aken advocated some action for stabilizing prices. To which suggestion Mr. Powell replied that the tendency in the industry toward centralization would stabilize prices where it could not well be done in any other way.

### As to the Differential on Flour Barrels

Burleigh Jacobs, chairman of the Slack Coopers' Group, told the stock and barrel men that the differential on flour barrels has been retarded by wide variation in stock prices. Mr. Jacobs said the slack coopers did not know the cost of manufacturing stock, therefore, could not talk barrel price to consumer with any degree of intelligence. Mr. Jacobs endorsed the trade extension program.

President Voll made a strong plea for the trade extension plan, and after T. A. Walsh, of Pittsburgh, Pa., moved that the program be received and adopted and the motion was seconded by President Voll, it carried.

### The "Barrelette" for the Apple Trade

That the apple trade will have a barrel package to meet their needs, so far as the small container demand is concerned, is assured in the new "barrelette" which was at this point introduced by Secretary Krafft. Two of the barrelettes were on hand and were carefully and closely inspected by all. Speaking of the small package Secretary Krafft said:

"It is unquestionably a fact that the Eastern apple man has found it impossible to compete with the Western apple man. I personally have been convinced that unless the cooperage industry supplies them with a package that is practicable, they are going to adopt the box. The half-barrel is impracticable for apple packing because it does not allow sufficient facing to permit of display, nor is it sufficient to withstand the pressure. Therefore, the designing and construction of a package that would meet the requirements of the apple people resulted in the Barrelette." The barrelette is made of 18-inch staves with ⅛-inch bilge and 17½-inch head, and contains approximately one and one-half bushels of apples, which has been approved by the Bureau of Standards, Department of Commerce. The cost of the barrelette will naturally be greater in proportion than that of a whole barrel. The first criticism is that the cost is prohibitive. I feel this is not so in this case, based upon the statements made to me by many apple growers and shippers. The new package will enable them to get considerable more for their apples, and the apple people will be able to reach a higher class of markets. Furthermore, the whole barrel holds 3.28 bushels, which means that in the usual barrel content there is a peck of fruit for which the shipper gets no revenue. The new package will carry exactly one and one-half bushels, and will enable the seller of the fruit to realize on every bit handled. The estimated loss to the apple trade on account of the extra quantity in the whole barrel is approximately twelve million dollars per year, and this big loss will be practically eliminated through the use of the new container."

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Upon motion by B. E. Jacobs, duly seconded, the "barrelette" was adopted as an Association standard, after which adoption the joint session adjourned.

## SLACK COOPERS' GROUP

Immediately upon adjournment of the joint session of the slack stock and barrel men, the Slack Coopers' Group assembled, Burleigh E. Jacobs, chairman of the group, showing the splendid work so far done, in the following report:

### REPORT OF CHAIRMAN JACOBS

It is now just six months since taking up the reins in this group and I wish to assure you that I did not know just what I was letting myself in for, when I accepted this position.

It has meant many hours of real hard work, and has taken some real keen thinking to solve some of the problems that have come before me. Many of these problems were such, that to one not versed in all the fine points of the game, it meant reading up and studying conditions which never before had come in my line of work.

I refer more particularly to traffic matters. I can truthfully say that I would hate to be a traffic manager. I have learned more about traffic matters these last six months, than I had ever learned before. One problem came up in reference to the lowering of minimum weights on slack barrels and the raising of the rate so that the same per-car-revenue might be obtained by the railroad and yet not charge the shipper more than a minimum weight, which could be loaded in the car. This matter was broached to me by a traffic man who was not a member of the Association. I thought it had merit, and in my impetuosity I almost upset myself. A special trip was made to St. Louis to take up this matter with Mr. Krafft and Mr. Hirt and after consulting with them, I became convinced, that there were glaring faults in the proposition, and it was dropped. Just recently the result of the questionnaire on loading capacity of box cars was presented to the Western Trunk Line Committee, which closes Docket Hearing No. 6.

Another traffic matter which is being handled by the Association, is the matter of minimum charges on shipments of slack barrels. In the classification proper slack barrels come under Class 3, but in the exceptions, it is placed in Class D. Some roads have published tariffs wherein the minimum charges shall be 17½ cents for Class 3 and do not allow the Class D rating to apply, but apply the rate of the classification proper. The Association contends that the minimum charge should be $15.00 per car and Class D rates to apply. This matter is now being pushed and is now up with the Interstate Commerce Commission for decision. We cannot do anything further at the present time until the Commission hands down a ruling.

A matter which has assisted many of the slack coopers was the establishment of values of slack cooperage stock as of January 1, 1920. These values have permitted many coopers to file amended income tax returns and to establish sound values for their inventories and not the guess work estimates which had to be used at that time.

Your chairman has been active in working for the reduction of the flour barrel differential. Mr. Krafft and myself attended the Millers National Federation meeting and obtained a reduction at that time. I have only recently concluded a trip to Minneapolis in reference to this matter. A reduction has just been made in the differential to 60 cents. This reduction had been solicited by reason of the increased cost of sacks. Due to this trip the Minneapolis coopers have cut the price of barrels and we have again asked for a cut in the differential.

It is to be regretted that after working so hard to get the price of flour barrels reduced that now the price of stock has been advanced $2 to $3 a thousand. It hurts our cause.

In one of my letters to the group it was suggested that we establish an exchange bulletin listing stock we had to sell. In consultation with Mr. Krafft it was pointed out that this might cause the Association embarrassment with the Federal Trade Commission, as a practice, which was not allowable. It therefore was abandoned.

It is very gratifying to be able to announce that the "Bushel-and-a-Half" apple barrel which we have been working on for the past six months has now been recognized and passed by the Bureau of Standards as a legal half barrel. This barrel while holding an exact bushel-and-a-half of apples by actual test, comes within the cubic contents specification of being a half barrel. This barrel will be made with 18-inch gum staves cut 6 to 2 inches the same as the present fruit barrel staves and will have ⅛-inch bilge. The heading will be 15½ inches and the distance between heads will be 15½ inches with approximately 58-inch bilge. This will stimulate trade in the small package and will effectually curb the use of the box and the bushel basket in the Middle West and eastern sections.

A committee to investigate overhead costs and depreciation was appointed, but as this committee was not appointed until Sept. 15, they have not had much time to go into this big subject. There are some who think that this committee will try to pry into their private affairs, and ask for information which is a private matter, but I wish to assure you, that the information that the committee wishes, is to find out the *method* which you use for figuring your overhead and the *method* that you use in depreciating your machinery, buildings, etc. I had a talk with Vice-President Powell and he was telling about the result of this work in the pine heading group. They compared the methods used by various mills and found that some of them allowed nothing at all for depreciation, others that did not figure insurance for a particular month unless it happened that they paid an insurance premium for that particular month. Also that a man who run the mill only took his salary once a year and he figured this in against making a profit at the end of the year, instead of in the overhead. I hope that we don't find anyone in our group who is still using "haphazard" bookkeeping methods. The Federal income tax has forced a good many improvements in bookkeeping methods and if some of you haven't been figuring your depreciation properly, you will have a rude awakening when a Federal accountant comes in to check over your 1917, 1918, 1919 and 1920 returns. Another matter that is of interest is whether some firms are charging the same items to expense or whether they are charging them to capital assets. There are many items which in the past have been charged off to expense, which the Federal accountants will make you set up as capital assets. These are a few points this committee will investigate.

The report of the Grade Rules and Specifications Committee is of interest and will bring forth much discussion. There is one point in regard to the inspection rules which I wish to have a full discussion on, and that is the matter of mill inspection. I am in favor of mill inspection, but I will seriously oppose its being made the basis of sales. It is a mighty good thing to have the work of the different mills brought up to a standard where the Association can allow them to use the trade mark on their stock, but the human element is too strong in us yet, to take it as the stamp of approval on all stock. There has been in the past, some stock which was stamped, that was not up to grade, but it must be said, that the *stamped* stock is more generally up to grade than unstamped stock.

This is Perfect Package Month and it is to be hoped that all of you are doing something in an advertising way to bring the barrel before the public. This is a program inaugurated by the railways and express companies to educate the people that it is good insurance to use good containers for whatever they may ship. The box men are advertising extensively and so are the fiber box people, and it is up to every one of us to do the same thing, and to boost the barrel in our own locality or in our own district.

We are all ready to holler, when we lose a customer to a substitute container, but we do mighty little to help keep him, by educating him with good advertising about the barrel. He sees the ads of our competitors and reads them until he is finally convinced that it is good business for him to change. If the slack coopers would see it the same way, and support the trade extension program which will be presented here, we can keep our business, and get *more* business.

To give you an idea of the amount of work entailed in doing the little that has been done in the past six months, will say that I have almost used up the first thousand letterheads and will have to order more. It has taken nine trips to Chicago on hearings and conferences, one trip to St. Louis and one to Minneapolis.

The ground has hardly been scratched as yet and there are many more things that can be taken up and pushed for the benefit of our group. One of these is the fighting of the box manufacturers in their attempt to establish the "half barrel box," which will take away trade in the cranberry field. Philip S. Cole has just recently taken this matter up with me, and it will be presented here today by him. There are so many things that could be done if one only had the time to give to it. It has been a real joy to do this work and if it has resulted in any good to our group I will feel that the work has not been in vain.

### "Barrelette" Presented at Slack Coopers' Group Session

The matter of the barrelette was also presented at the Slack Coopers' Group meeting, Secretary Krafft urging that every effort be made by the coopers to introduce the new package in their respective territories. Secretary Krafft said: "Each man in his own locality can do a great deal of efficient work between now and next spring by making up some of these barrels (even though it may cost a little) and place them in the hands of their principal customers. Let them look it over; point out its advantages, lay the groundwork so that next spring when they place their orders for barrels they will have the barrelette in their minds." Secretary Krafft suggested that the Schaperkotter Cooperage Company, of St. Louis, is in position to make the barrelette, and anyone wanting the new package, who was not able to turn them out, should get in touch with the St. Louis company.

### Barrelette Should Stop Box Invasion in Cranberry Field

Mr. Cole, of the Cape Cod Cranberry Association, told the cooperage men of the invasion of the box into the cranberry field. The box appeared in the cranberry field three years ago, Mr. Cole said, and now two-thirds of the crop is shipped in boxes. Mr. Cole inferred that the half barrel was not popular with the marketers, due to prejudice, but it is believed that the barrelette will work wonders once it is properly introduced and allowed to show its full possibilities and fitness.

### Urges That Price of Barrelette Be Made Feature of Its Boosting Campaign

Paul C. Gaylord, of the Virginia Barrel Co., Winchester, W. Va., expressed the belief that the cost of the barrelette could be brought down to 60 or 65 per cent. of the cost of a standard barrel. Mr. Gaylord urged as low stock prices as possible so that the barrelette could be introduced under favorable price conditions.

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Following the discussion of the barrelette the matter of barrel classifications was taken up, Chairman Jacobs explaining the work that was being done in this direction, and after announcement that a committee would be appointed to confer with the Tight Coopers' Group on traffic matters the slack coopers' session adjourned.

## TIGHT STAVE AND HEADING AND TIGHT COOPERS' GROUPS IN JOINT SESSION

Ed. Hamilton, of the Wynne Stave Co., Wynne, Ark., was not on hand, so W. K. Knox, of the Lucas E. Moore Stave Company, New Orleans and New York, presided when the tight stave and heading manufacturers and the tight coopers assembled in joint session. As with the slack branch of the industry, the proposed trade extension program was of like importance to the tight stock and barrel men and it was, therefore, in order that the program should be the leading matter of business transacted.

### Field Man Will Work for Tight Interests

The trade extension program, as prepared by the Tight Trade Extension Committee, provides, as does the slack program, for a field man, whose work will be augmented by advertising support through leading publicity channels that will seek to educate and stimulate interest in the wooden barrel.



H. G. Herget said that the wooden barrel business is in a precarious situation and cited instances where former users of the wooden barrel are now shipping in steel containers, some of which have been used as many as twenty-five times, after which they still had a salvage value.

"I heard of another case today," said W. L. Wellford, "where the one-trip steel drum had been used for exports. Heretofore they have used the heavier barrel, but these people have made a shipment of 3,600 one-trip steel barrels, filled with oil for export."

### Oil Companies, Finding Steel Packages Unsatisfactory, Are Leaning Toward Wooden Barrel

J. L. Schmich, of the Portsmouth Cotton Oil Refinery Co., Portsmouth, Va., advised the barrel men that the experience of his company with steel packages had not been satisfactory. Steel barrels, Mr. Schmich says, are hard to clean; they rust and have other unsatisfactory features. Mr. Schmich said his company was discontinuing the use of steel packages and are leaning toward wooden barrels at present.

T. J. Parkinson, of the Atlantic Refining Co., Philadelphia, reported that his company is discontinuing the use of steel drums as being unsatisfactory.

Walker L. Wellford, Memphis, Tenn., gave the information that steel barrel associations are forming auditing committees to audit costs, as steel barrels are being sold below cost of production. Mr. Wellford said steel barrel manufacturers are encountering all kinds of trouble and that not over a half-dozen plants are making satisfactory profits. Mr. Wellford endorsed the trade extension plan.

C. C. Berry, Cleveland, Ohio, expressed the belief that the field man for the wooden barrel, tight and slack, would be welcomed by consumers and all others interested, as a constructive investigator, and would be shown every courtesy and given every facility for correcting package faults. Mr. Berry endorsed the trade extension program.

Mr. Shelley, of the Tidewater Oil Co. Bayonne, N. J., told the cooperage men that the wooden barrel was going to be popular for a good many years, but, said Mr. Shelley, the question of "quality" stock, not some time, but all the time, must become the fixed business habit of cooperage stock manufacturers if the wooden barrel is to remain in rightful standing as a shipping package. As to the steel package Mr. Shelley said the one-tripper shipments were increasing while export trade was gradually swinging to bulk shipments. Mr. Shelley, in closing his remarks, registered objection to the Association inspection service. It was Mr. Shelley's expressed opinion that trade extension work should include "quality" stock, urging strong and unceasing vigilance.

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Upon motion made by Mr. Wellford, duly seconded, the trade extension program was adopted, the presiding officer being authorized to appoint a committee to put it into effect.

After due consideration of the Report of Recommendations of the Joint Committee on Standards and Specifications, Tight Stave and Heading and Tight Coopers' Groups, the following provisions were unanimously adopted:

### Changes in Standards and Specifications

Note VII, page 6, Standard Specifications, Tight Barrel Staves: "That no regularly sawn stave 30 inches in length or over, when jointed shall be under 2½ inches or more than 6 inches in width, and no regularly sawn stave under 30 inches in length, when jointed shall be under 2 inches or more than 4½ inches in width; when exceeding these widths ¾ of an inch shall be allowed for splitting."

Change: Insert after words "regular sawn," the words "or cut-off."

Section 6, page 3, Covering White and Red Oak Oil Barrel or Tierce Staves.

Change: Insert "wind shakes" after "cat faces which show through on both sides," in last sentence.

With reference to the suggested amendment to the Rules Governing Inspection Service that "Shipper shall remit the freight charges on culls;" It is the sense of the committee that questions arising in connection with freight charges on culls are not sufficiently general to justify a fixed rule to cover. (Adopted.)

With reference to the suggestion that the second paragraph of Section 7, page 9, covering White Oak Barrel Heading, be amended to provide a maximum diameter of 20½ inches: The committee recommends that no change be made in the existing specifications. (Adopted.)

Moisture Content: It is the sense of the committee that there is no practical necessity for specifying the allowable moisture content of kiln-dried staves. (Adopted.)

Heading Gauge: The committee recommends that the Heading Gauge made according to specifications supplied by the Association be submitted to interested members for consideration, with a view to its adoption by them as an Official Standard Gauge. (Adopted.)

It might be well to add that one of the proposed heading gauges was examined by those present, and was very highly recommended. Secretary Krafft will furnish full particulars in regard to gauge, cost, etc.

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At this point in the proceedings the interest of the tight stave and heading and tight coopers was whetted by a few brief remarks by James G. Vail, Chemical Director of the Philadelphia Quartz Company, Philadelphia. Mr. Vail's subject was silicate of soda as a barrel lining and was completely covered as follows:

### Silicate Soda in the Cooperage Industry

Silicate of soda is the cheapest material available to the cooper for lining packages for the purpose of making them resist the penetration of oil into wood.

J. A. WARNOCK, NEWLY ELECTED NATIONAL CHAIRMAN OF SECOND-HAND BARREL GROUP

Its use for this purpose is well known, but experience has demonstrated that attention to details and the development of the correct technique for the particular problem in hand will yield results which cannot be obtained by careless operation.

For the best results it is also necessary to use the proper grade of silicate of soda, because this term is not limited to one particular composition. Rather it is the name of a class of products which vary widely in their properties, and, therefore, in their adaptability as sizing compounds for wooden packages.

Silicate of soda is made by melting together in a furnace a pure sand such as is used as a raw material for glass, together with soda which may be in the form of soda ash or saltcake. The product which is drawn from the furnace resembles glass in appearance, but differs from it in that it may be dissolved in water by suitable treatment under heat or pressure. The ease with which it may be dissolved in water varies according to the amount of alkali which is present. So also does the amount of solid material which the water will take up in order to make a thick, syrupy solution. The more alkaline varieties are more soluble, their solutions are more sticky and dry more slowly. The variety best suited for package lining contains about 3¼ times as much silica as alkali. The most alkaline silicate of soda on the market contains 1½ times as much silica as alkali, while the least alkaline has a ratio of 4 of silica to one of alkali. Between these extremes, any intermediate can be produced. As satisfactory results are dependent upon the user of silicate of soda securing with each delivery exactly the same quality of material, the manufacturers have established definite standards and the custom of the trade is to designate these standards by letters. For instance, the letter "N" is well known to represent a silicate containing about 37 per cent. of the dry glass and having a consistency suitable for the cooperage trade. This is also sometimes known as 40° silicate, the degree referring to a scale known as the Baumé scale, the degrees of which increase with the concentration of the solution.

A solution of this type, when heated close to its boiling point, which, by the way, is very near the boiling point of water, can be driven into the pores of the wood in such a way as to effectually resist the penetration of vegetable oils or mineral oils of a body like that ordinarily known as 28° pale or heavier.

The test coat should be applied with the same silicate dilutes according to the requirements of the particular job in hand. Equal measures of water and silicate are frequently used. Such a test coat is entirely satisfactory, even in cases which demand that glue be used as a final coat. It is of course important to keep the silicate hot, in order that it may expand the air and produce abundant pressure in the barrel in the testing process. It is best to keep the temperature up to 180° Fahrenheit.

The same rule applies when silicate is used as a final coat. For this it is more important to determine the exact concentration suited to the porosity of the wood and the character of the oil with which the barrel is to be filled. Other things being equal, it is better to dilute the silicate sufficiently to enable it to penetrate the wood than to leave it as a thick, glassy coating on the surface.

The lining of second-hand barrels is always a problem. Its success depends first of all upon a thorough cleansing, but when this has been accomplished, silicate of soda is a very satisfactory material for the lining. A solution of either soda ash or caustic soda with a strength of about 2 per cent., used hot, together with some means of mechanically loosening the matter which sticks to the inside of the staves, is the best treatment. After the barrels are sized, silicate has the advantage of the shortest drying time of any available material. It is always best to do the lining within a few days of the time the barrels are to be filled with oil, as exposure to the air of a month or more is likely to be accompanied with a destruction of the glossy character of the surface. Contact with the oil prevents this. On the other hand, sufficient time should be allowed to make sure that the coating is adequately dried. This is particularly important in the case of vegetable oils containing free, fatty acid, which may otherwise be clouded by contact with wet silicate.

After the silicate has air-dried, it still contains a considerable amount of moisture and is much tougher than the glass from which it was made; but even so, it is eventually a hard material, and if applied in coatings which are too thick, it may under severe treatment crack off. This is avoided by driving it in among the fibers of the wood, where it serves equally well and is both economical and durable.

Silicate of soda is produced in a perfectly sterile condition and remains so even on long storage. Its nature is such that it cannot mould even in hot, damp climates.

Silicate solutions are adaptable to many other uses, among which may be mentioned detergents, acid-proof and heat-resisting cements, adhesives for the paper trade, sizings for paper, binders for abrasive wheels, egg preservers, and many others. To meet the various requirements at least twenty different grades are on the market. This makes it important that every user or prospective user should have the kind best suited to his needs.

### Convention Expenses Must Be Met—Registration Fee Helps

Mr. Wellford sought to dispel some misapprehension as to the convention registration fee when he said:

"A great many think that the fee covers the banquet. The fee does not cover the banquet. The banquet is covered by the registration fee. The fee is for the purpose of defraying the expense of the convention. It costs money to hold these conventions. The expense of the secretary and other incidental expenses at the hotel have to be paid out of the dues or through registration fee. We have found along with other associations that it is better to have the registration fee to defray the expenses rather than increase the dues of the association to cover them. The expenses must be met. They are just like taxes and have to be paid one way or another."

With the closing of Mr. Wellford's remarks on the registration fee the business of the group having been transacted, the session adjourned.

## TIGHT COOPERS' GROUP

The Tight Coopers' Group was called to order Friday, November 11th, at 11 A. M., with Walker L. Wellford presiding in the absence of E. J. Kahn. With speed and dispatch the work in hand was taken up and disposed of.

In a discussion of freight rates on tight cooperage, Mr. Welford made the point that the railroads had granted no reductions in rates except on grain and live stock, presumably, because the farmers were the only interests to make a concerted and vigorous protest against the recent high charges on the transportation of their commodities. He further pointed out that while the railroads were planning another cut in labor costs they were giving no assurance that the millions they will save on that item will be passed along to the public. Mr. Welford offered the co-operation of the Southern Hardwood Traffic Association, of which he is an official, in the matter of securing lower freight rates. Following the discussion, the Chairman was authorized to appoint a committee to join with a similar committee from the slack group in working for freight rate reductions. On the subject of keg standardization it was contended that it was impractible to draw up rigid specifications, on account of diversity of uses to which the keg is put. It has been found that large keg consumers demand certain styles of packages to meet their own peculiar needs and that the wide variation in types demanded by consumers makes it inadvisable to attempt standardization at this time. It was the consensus of opinion that any endeavor to dictate size or design would meet with resistance from the large dealers and that the package should be made to fit the commodity—not the commodity to fit the package. Making a better package than the substitute container and watching manufacturing costs so that it can be sold at a reasonably low price was deemed the answer to the keg question.

The tight coopers adjourned their session in time to have a buffet luncheon, which was served in the Rose Room on the mezzanine floor at 12.30, and be on hand at the opening of the general session at 2 P. M.

## SECOND-HAND BARREL GROUP

At 11.30 A M Friday the Second-hand Barrel Group met, with Wm. E. Cooper presiding. The second-hand barrel men were primed for the work in hand and everything moved along with precision and nicety.

The election of National Chairman being the first order of business scheduled, J. A. Warnock, of the J. J. O'Connor Co., Jersey City, N. J., was nominated for the office by W. S. Grier, Philadelphia, Hugh O'Donnell, Philadelphia, seconding the nomination.

Mr. Warnock's election as chairman was unanimous, while J. Burkhartsmeier was elected Vice-Chairman.

The attendance at the Second-hand Barrel Group meeting was specially noteworthy, while the interest shown in the matter of transaction of the business before the group was such as assured successful handling.

Speaking to the second-hand barrel men, Secretary Krafft recommended the adoption of the sales report as a step toward stabilization of price.

Wm. F Schwalb, Brooklyn, N. Y., suggested that sales reports be applied only to one class of barrels, so that the proposition be given a trial in its simplest form. In the event of it being successful it could be spread. Mr. Schwalb said, to cover the entire classifications. Motion was carried.

As to the minimum carload weight on second-hand

cooperage, Secretary Krafft said a formal complaint would be prepared and presented to the Interstate Commerce Commission, asking that the minimum weight of 12,000 pounds be established to cover the entire country.

The question of trade extension was then taken up and the plan as formulated by the Trade Extension Committee was adopted, the second-hand barrel men pledging themselves to do their part in carrying the work forward. After the adoption of the trade extension program the meeting adjourned.

**The Banquet**

On Thursday night the banquet tendered the Association members and their guests was given and it was the consensus of opinion that not only were the "eats" the best that have been served in some time, but it was frankly conceded by more than one of the really critical critics that the "talent" which supplied the entertainment while the diners dined was the best yet booked for the annual and semi-annual affairs. That the ladies in attendance at Atlantic City were unusually well looked after in the way of entertainment can be gleaned from the following:

**An Expression of Appreciation from the Ladies**

To The Associated Cooperage Industries of America, collectively as a body and individually as members, the ladies in attendance at the Semi-Annual Convention desire to express sincere and appreciative thanks for the thoughtful care and unfailing attention given to the matter of our entertainment while at Atlantic City. From the moment of our arrival we have enjoyed ourselves. Our reception was finely planned and graciously carried out. The forty-mile automobile ride, provided by the Philadelphia members, will be long remembered as the day was glorious, with just enough sea-vigor in the air to give to each and every one a keen appetite for the "real" banquet as provided by the Association. More than generous, the Association also provided a theatre party, which party following the dinner, rounded out a perfect day.

We wish to extend special thanks to our hostesses, Mrs. E. P. Voll and Mrs. V. W. Krafft, and double thanks to President Voll and Secretary Krafft, who took time from their manifold duties to see that the plans for our entertainment, while we were guests of The Associated Cooperage Industries of America, went forward as scheduled. We have enjoyed every minute of our stay at Atlantic City and want to say, "Thank you, very much, for a fine time."

THE LADIES.

P. S.—Oh, yes! We are "obliged" to our "husbands" for bringing us, and we "promise faithfully" never to miss a future convention.

**PERSONAL CLOSE-UPS**

P. T. Bolz, business-like and efficient, greeted his numerous friends in the lobby between sessions.

Frank Scherer, the hustling vice-president of the National Manufacturing Company, was buzzing around as busy as the well known honey-gathering bee. Looked as though he was doing considerable trading.

O. T. Steudle, polite and suave, smiled his way through from Wednesday till closing time. It's good to meet "O. T."—his genial personality and cheery demeanor make him a general favorite.

R. O. Murray, scion of the house of C. E. Murray, and late addition to the industry, represented his father and looked after the Murray interests in capable fashion.

A. B. Struthers, who has not missed a convention in years and years, was among those present. "A.B's." counsel and advice is always listened to with attentive ears.

E. A. Powell, "The Marquis of Memphis," true to the tradition of his native heath, radiated real southern cordiality and sunny cheer. "E. A." is an asset to the Association.

G. A. Zeigler, one of the stalwarts of the industry, without whom a convention would not seem just altogether complete, sat in with the rest of the boys as has been his custom these many years past.

E. M. Holland ably handled the interests of the Crozed Stave Corporation. For real constructive ideas and progressive administration you have to move some to beat "E. M."

Wm. Clark, of The John S. Oram Company, was busy expounding the merits of some new machines they are turning out. Mr. Clark is one of the pioneers of the barrel machinery business.

L. C. Hollingshead, the energetic and capable head of the J. D. Hollingshead Company, came in from Chicago to swell the attendance. As usual, "L. C." was his own sartorial self.

Carl Meyer circulated through the lobby and the different sessions with the air of ease and familiarity to which his standing in the trade and broad acquaintance among those present entitles him. Carl, cooperage and conventions are synonomous.

Galvin Hudson, wearing the mantle of the Hudson & Dugger Company, spread the doctrine of Hudson & Dugger heading among the tight coopers. Galvin avers that if any people in the world can make circled heading that is "circled," it is the Hudson & Dugger Company.

T. M. Gregory, of the Hanlon-Gregory Galvanizing Company, was with us renewing his touch with the industry. This was Mr. Gregory's first cooperage convention after a retirement of some five years.

H. G. Herget, well and favorably known to practically every man interested in cooperage, gave personal greeting to a host of his acquaintances. Mr. Herget is the type of man to whom the industry may well look for wise counsel and guidance.

W. L. Welford, as enthusiastic and unselfish a champion as cooperage claims, took an active and constructive part in all discussions pertaining to his branch of the industry. When Mr. Welford talks you can usually listen without having to stand guard on your attention—he always says something worth while.

C. C. Berry, right and proper in dress and deportment, earnest and enthusiastic in discussion and debate, made his presence felt as is usual with him. "C. C." is a progressive, and let not his youthful appearance deceive you for 'neath those sunny locks of his there is a twelve-cylinder brain that hits with humming regularity. He has big ideas and the push and personality to put them across.

J. T. McArdle, big, hearty, cheery chap, took a few days off from the grind of affairs in Chicago to mingle with the rest of the fraternity at the Traymore. "J. T." promises to make organization work hum out around the Windy City.

Geo. F. Blei took his happy disposition with him when he left Chicago. He kidded everybody with strict impartiality. However, when seriousness is the order Geo. T. can buckle down with the rest of them.

W. H. Mead put a sign on his desk in the Pennoyer offices in Chicago and hiked east to be with the bunch. Mr. Mead can always be depended upon to be on hand when the roll is called at the semi-annual and annual conventions.

A. L. Poessel circulated about making new friends and saying "har'ya" to old ones. Anyone interested in cooperage is a possible acquaintance of "A. L's."—he has barrels and stock to sell and you can't sell 'em if you don't know 'em.

J. A. Warnock came early and stayed late. "Jack" had the honor of the chairmanship of the second-hand barrel dealers group thrust upon him. He didn't seek it, but now that he has it he declares that the administration of the duties of his office will be limited only by his ability to serve. "More power-house to you J. A."

John Connolly turned the keys of his desk over to one of his subordinates and came down from Hoboken to absorb cooperage dope and salt air. John is quite active in the affairs of the second-hand group, and an ardent supporter of progressive measures.

T. A. Walsh smiled and nodded and shook hands from Wednesday until Friday afternoon. Tom has a sunny disposition and a warm cordial manner that makes him friends wherever he goes.

R. P. Gerlach was about the lobby fraternizing with the boys and incidentally putting in a word or two for Gerlach machines. If length of service in the business and experience in manufacture count for anything, Mr. Gerlach is well qualified to talk on cooperage machinery.

C. M. Van Aken came down from N'Yawk to meet the boys from the rest of the United States. Wise in the lore of the industry and with the experience of years of activity behind him Mr. Van Aken is one of the picturesque figures of cooperdom. Keen of wit, a fine conversationalist, a good mixer and a genninely fine fellow, he is popular throughout the trade.

A. G. McGehee came up from Memphis to give proper representation to the Tennessee Hoop Co.—and we might add that he did the job thoroughly well. "Mac" dropped in on us at the editorial sanctum on his way back South and we spent a pleasant half hour chatting with him.

Al. and Geo. Wunderlich, the slack barrel magnates of St. Louis, were there as large as life. When there is anything doing in the barrel-boosting line you can feel sure that the Wunderlichs will be somewhere in the immediate vicinity giving support to the movement.

Ed. Shapperkotter, also, ran in from St. Louis to see how the rest of the boys feel about business. Ed borrowed a match from ye scribe which he promised to return when we see him in St. Louis on our next swing around the circuit.

W. K. Knox presided at the tight coopers group session. Under his leadership the program of this group was completed with order and despatch. Mr. Knox's years of experience in manufacturing and marketing cooperage admirably fits him for the position he occupies as one of the leaders of the industry.

James Innis, a familiar figure at cooperage conventions for many years was present as usual. Mr. Innis came into the industry "way back yonder" and is one of the distinctive figures of the trade.

W. M. Davis was among the Memphis delegation that came in on Wednesday. Willard is a typical southern gentleman, courteous, cordial and generous, and since he has launched The W. M. Davis Stave Company he has met with the success to which his likeable personality and progressive business policies entitle him. There is a lot of satisfaction in seeing a man who deserves success, achieve it.

H. L. La Nieve was another one of the Memphisites to register on Wednesday. Memphis, by the way, sent up a strong representation. Harry eased around the lobby in his own quiet and dignified manner, re-establishing his personal touch with the boys from other sections. He works without any noise—and gets results does Harry.

J. N. White sauntered about in the lobby talking to old-timers and newcomers alike. Being an old-timer himself, he knows everybody, so he had no trouble in finding people to talk to. It takes fire, flood or famine to keep Nick away from the convention.

W. S. Grier nominated J. A. Warnock for the chairmanship of the second-hand group. Hugh O'Donnell seconded the nomination. Nothing unusual about that, of course, but you should have heard those nomination speeches. Oratory in its highest flights. A Webster, Clay, Calhoun or Depew had nothing on either Mr. Grier or Mr. O'Donnell. Good work, boys, and well done.

J. L. Reinschmidt came up from Georgia to see what's what among the other boys in the stave business. Mr. Reinschmidt's experience, and business wisdom are valuable factors in convention discussions.

F. S. Charlot, dignity and business efficiency personified, was prominent both in the convention sessions and on the boardwalk. While we can't swear to it, we'll lay a good sized wager that "F. S." took some salt water taffy back to St. Louis.

J. J. Andre was there too. Joe was "there" in more ways than one. He sat in at the sessions, attended the banquet, greeted the boys, was polite to the ladies and "did" the boardwalk from Ventnor to the Inlet.

B. E. Jacobs, the live-wire chairman of the slack coopers' group, had a busy time. Burleigh is always busy—he's that kind of a chap—full of energy, snap and dash and an ideal leader. The slack coopers most certainly have a hustling enthusiastic official.

President E. P. Voll is a standard bearer par excellence. He has every qualification for his high office and is a credit to the A. C. I. of A. Genial and friendly in disposition, four-square in business practice, and genuinely enthusiastic for the Association, Mr. Voll is destined to be regarded as one of the best presidents we have ever had.

Secretary Krafft hustled and hustled and hustled. We know he hustled because several times we tried to make him light for a minute or two while we plied him with questions, but it was no use, we had to catch him on the fly.

**SIDE-LIGHTS**

Wednesday the weather was not so good, but on Thursday and Friday it couldn't have been better if it were made to order.

The boardwalk was very popular on the sunshiny days. Some of the boys hiked from one end to the other several times.

The banquet was a success. Aside from the fact that the menu was up to the Traymore standard, the entertainment provided by Secretary Krafft was extra good.

Too bad there were not enough certificate receipts turned in to get the reduced rate on the return trip. Better luck at the next meeting.

The meeting of the Second-hand Dealers Group, the newest group in the organization, set a standard for attendance and interest. When Chairman Cooper called the meeting to order, practically every second-hand dealer at the convention was present.

The ladies were well cared for and apparently had an enjoyable time. At any rate they liked it well enough to want to come again. They are, so we hear, planning an organization of their own to provide themselves with entertainment while their various hubbies are busy with the work of the convention.

vention closed.

Every one was impressed with the beauty of Hotel Traymore. It's an ideal setting for a convention. Big, comfortable rooms, spacious lobbies, excellent appointments and splendid service make it an unique institution.

**BROOKLYN COOPERAGE CO'S POPLAR BLUFF PLANT RESUMES OPERATIONS**

The Brooklyn Cooperage Company's heading plant at Poplar Bluff, Mo., has been reopened after an extended period of idleness. Eighty men are at present employed and it is expected that additional hands will be put to work in the immediate future.

**MONARCH COOPERAGE CO'S PLANT BURNS**

The plant of the Monarch Cooperage Co., Dyersburg, Tenn., was destroyed by fire October 6th. The loss was about $15,000 with no insurance. The plant will be rebuilt at once.



ESTABLISHED OVER ONE HALF CENTURY

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

## BUFFALO COOPERAGE TRADE

The past month has seen a big stiffening in slack cooperage prices in all sorts of material, due to the fact that quotations had got down to a point where there was no profit for the mills, and also to the fact that lumber prices have been advancing. The rise has been gratifying to the millmen, but rather disconcerting to the coopers, who have been trying to get covered at the old prices. At least it is said that the inquiry for stock has greatly increased, even if the orders have not been numerous as yet.

Local quotations at time of reporting (November 22) are as follows:

| | |
|---|---|
| No. 1, 30-inch staves | $16.50 to $17.00 |
| No. 2, 30-inch elm staves | 10.75 to 11.25 |
| No. 1, 30-inch gum staves | 16.25 to 16.75 |
| No. 1, 28½-inch elm staves | 16.75 to 17.25 |
| No. 1, 28½-inch gum staves | 16.50 to 17.00 |
| No. 2, 28½-inch gum staves | 10.75 to 11.25 |
| Mill run, 28½-inch gum staves, fruit | 11.75 to 12.50 |
| Six-foot hoops; six-foot-nine hoops | 14.25 to 15.75 |
| No. 1, 19⅛-inch basswood heading | 12¾c to 13¼c |
| No. 1, 19⅛-inch gum heading | 12½c to 13c |
| No. 1, 17⅛-inch basswood heading | 11¾c to 12¼c |
| No. 1, 17⅛-inch gum heading | 11¼c to 11¾c |

**Spring Business Will Be Good**

The actual buying of cooperage material is small at present, as buyers are not finding much demand for barrels and are willing to wait until they see whether prices will not come down. The millmen point to the fact that general business is improving, though slowly, and they believe conditions are going to be much more satisfactory next spring.

**Barrelette Will Fill the Small Apple Quantity Demand**

The apple barrel has been having a hard row to hoe this season, because of the competition of baskets. Where apples are intended for the retail market they have been handled in a large number of instances in baskets, instead of barrels. They have also been going into storage in baskets. This has not been due so much to the relative cheapness of baskets, for barrels have been procurable at about 50c. each, but apples have been bringing an unusually high price this season, and a barrel of them is beyond the amount which many persons would be willing to pay. In other words, many families will buy a basket of apples where they would not take a whole barrelful. Another season may see reasonable prices on apples again, in which case the barrel will get the benefit. The late apples this season will go into barrels as a rule where they are to remain some time in storage or are to be shipped for some distance.

**Milling Capacity in Excess of Demand**

Millers still complain that the movement of flour is very light with them, though this often is another way of saying that the milling capacity of the country is considerably in excess of the consumption. The trade, therefore, looks to the export demand for the disposal of a great part of its surplus and is able to use quite a good many wood packages in connection. The competitor of the barrel in that branch is largely the big cotton sack, which handles well and costs less than the barrel does, though it is doubtful whether in the long run it is any more economical. For a long time the cost of barrels was so much that soft packages gained a great advantage over them, and now that the cost has come down to such a low figure it is not easy to get the lost trade back again. The cooperage shops often blame the cooperage mills for this state of things, as for quite a long time the price of barrel stock was so high as to be almost prohibitive, and apparently far beyond actual cost.

**HUGH O'DONNELL INCORPORATES**

Application has been made by Hugh O'Donnell et al. for a charter for a corporation to be known as Hugh O'Donnell, Incorporated, the character and object of which is manufacturing, purchasing, selling and otherwise dealing in barrels and other containers, and of enjoying all the rights and exercising all the functions appertaining to the conduct of a general cooperage business. The application was filed in the names of Hugh O'Donnell, William A. Connor and Frank V. Fayant. Mr. O'Donnell, who founded the business and under whose energetic administration it grew from a very modest beginning to its present healthy and flourishing estate as one of the leading cooperage houses of the East, will continue as head of the firm, while Mr. Connor and Mr. Fayant will act as secretary and sales manager, respectively. Pursuing the same policies of impartially fair dealing under which such pre-corporate success was achieved, it is safe to assume that Hugh O'Donnell, Incorporated, will continue to grow in the esteem of its customers and the industry at large.

**J. D. HOLLINGSHEAD CO. REPORTS FAIR EXPORT TRADE**

The J. D. Hollingshead Co., Chicago, Ill., reports a very fair volume of export business to Cuba and the West Indies, as well as other sections. This company is supplying a hogshead package, 24-inch head and 30-inch stave, for packing Havana wrappers and high-grade tobacco, as well as a good deal of sugar barrel stock from their Louisville plant, shipping through New York, Savannah and Mobile, with one recent cargo going out of Gulfport.

**FREIGHT RATES CUT**

A proposed reduction of from 25 to 30 per cent. in freight rates on hardwood lumber and forest products from Mississippi Valley producing territory to points in the West was announced recently by the Memphis, Tenn., offices of the Southern Pacific Railroad. While this reduction is not all that could be desired, it nevertheless helps some.

**GREASES, TALLOWS AND ANIMAL OILS MOVING MORE FREELY AROUND PHILADELPHIA**

Animal oils have been moving in considerable volume during the past month. Textile soaps, due to the improvement in the textile industry, have developed a strong demand also, while metal manufacturers have been buying larger quantities of screw grease during the last few weeks. Linseed oil is also showing a stiffening demand. Tallows, too, are finding ready buyers.

**SELLS PART OF ITS COOPERAGE HOLDINGS**

The Grismore-Hyman Company, of Memphis, Tenn., has sold five cooperage mills to the Algoa Cooperage Company, St. Louis, Mo. The consideration was $250,000. Three of the plants are located in Arkansas, one in Mississippi and one in Missouri. The Arkansas plants are at Parkin, Marked Tree and Lepanto. The Missouri plant is located at Rives, and the Mississippi plant at Crowder.

The sale does not mean that the company is retiring from the cooperage business, as it has retained 25,000,000 staves and 1,000 acres of timber land in Mississippi County, Arkansas.

South Side Cooperage Co.
WHOLESALE DEALERS IN
Always have large quantity on hand. Always in the market for Barrels and Heading.
Write us when you need barrels.
Empty Barrels of Every Description
1820 LOCUST STREET : : PITTSBURGH, PA.

THE JOSEPH BOGNER BARREL MANUFACTORY
BUYERS AND SELLERS OF
EMPTY TIGHT BARRELS
GLUCOSE, OIL, VINEGAR, WHISKEY, ETC.
We are the largest buyers and sellers of barrels in Western New York. Storage room for 30,000 packages. Good stock always on hand. Satisfactory prices. Quick deliveries. Let us know your requirements
94 Kingsley Street BUFFALO, N. Y.

Milwaukee Tack Company
MANUFACTURERS OF
TACKS AND SMALL WIRE NAILS
OF EVERY DESCRIPTION
We give attention to any desired style.
MILWAUKEE Send for Booklet and Prices WISCONSIN

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

QUALITY ——— SERVICE

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*Manufactures*

***Coiled Elm Hoops Headliners Staves and Heading***

*For SLACK BARRELS and KEGS*

Also can furnish material for ⟶ ***Veneer Baskets Complete***

WE want all users of this class of stock to write for prices — can furnish in full or matched cars. Our mills are located in Michigan, Ohio, Indiana and the southwest.

We also manufacture a full and complete line of MACHINERY for the manufacture of coiled elm hoops, staves and heading; also Machinery for Tight Cooperage Stock.

We also furnish complete outfits for rebuilt machinery for above purposes. *Also* BOILERS, ENGINES, Etc.

As a *By-Product* we manufacture the BEST POULTRY CRATE on the market —:— See cut below.

WRITE FOR PRICES AND SIZES

*Address Main Office*

**FORT WAYNE, IND.**

## COOPERAGE TRADE IN GREAT BRITAIN IS IN A RATHER DEPRESSED CONDITION, SAYS JOURNAL'S LONDON CORRESPONDENT

Trade generally throughout Great Britain is at the moment in rather a depressing condition. Trade dislocations, foreign competition and all the other factors that tend to still the home industrial wheels, are all making progress, whilst the home manufacturers are sitting at home with no other alternative but that of holding the baby. Stultification seems to dog the footsteps of every effort put forth to revive animation, and it will only be by a superhuman effort put forth that this result will come to pass. Unemployment was ever a curse both to the employer and employe, and both are at the moment suffering intensely. Though official figures show that unemployment is at last decreasing, there is still in our midst a workless army of very formidable dimensions. Following such a period of acute depression, however, the return to anything like normal conditions is bound to be a very gradual process. Meanwhile, the prospects for the weeks and months that lie immediately ahead give cause for serious concern. The experiences we have been passing through during the last few months, both in the political and industrial field, have not helped the temper of the people and it will take some time yet before we can see any great improvement.

All branches of the cooperage trade have been heavily hit and considerable numbers of our cooperages are practically doing nothing. One bright feature, however, is the stir-up that is taking place in the sugar industry, in which there is a fair number of coopers engaged. Whether this is only a temporary movement or not, one cannot say, but the feeling generally is that with the decontrol of sugar things will buck up a bit. The spirit and oil sections are anything but busy, but it is hoped that in the near future considerable improvement will take place.

We regret to report the passing away of a well known cooper, one who rose from the ranks and became an M. P. I refer to the Hon. Will Crooks. The writer, some years ago, had an interesting conversation with him, and from it one could gather that although away from the trade he still had its best interests at heart. The true ring of sincerity characterized his whole life, and whether one agreed with him, or not, this much can be said, that as a man of the people his whole soul was aglow for the betterment of humanity and the amelioration of his class.

We on this side of the pond are watching with great interest the strides you are making in the boosting of the wooden barrel as a perfect container and sincerely hope that all efforts in this direction will be crowned with success. The efforts of The Associated Cooperage Industries of America will, to my mind, assuredly bear fruit and put the industry in the forefront as an industry that is indispensable to the cooperage and cooperage stock manufacturer as well as to the packing industries.

We in Great Britain are sadly in default in not having a properly organized association for the furtherance of the industry as a whole, but the writer hopes that in the near future something will be done in this direction.

## PAINT FACTORIES IN PHILADELPHIA NEARING NORMAL PRODUCTION

Paint manufacturers are operating better now than earlier in the fall, local plants averaging about 70 per cent, of normal. There is still much greater activity in paints for household use and new building than for industrial purposes. White lead manufacturers have been busy, as sharp price reductions stimulated its use.

## H. ARENSON ENTERS BROKERAGE BUSINESS

H. Arenson, who recently disposed of his interests in The Pittsburgh Barrel and Cooperage Company to his former partner, Charles Luntz, has embarked in the cooperage brokerage business, with headquarters at 219 Third Avenue, Pittsburgh. Mr. Arenson is thoroughly experienced in all that pertains to the barrel business and his wide acquaintance throughout the trade should insure his success in his new field.

## HOOP PLANT RESUMES

The Hargrove & Ruth Lumber Company has resumed operations in its hoop plant at Poplar Bluff, Mo. It is reported that they have business enough on the books and in prospect for an extended run on full schedule.

## NEW COOPERAGE PLANT CONTEMPLATED

Reports from Baton Rouge, La., are to the effect that the K. D. Barrel and Hamper Company plans the establishment of a factory in that city in the near future. According to the reports, they will manufacture a knocked-down barrel on which they have patents.

## FOREST PRODUCTS LABORATORY AFFORDS COOPERAGE MANUFACTURERS OPPORTUNITY TO STUDY KILN-DRYING

Madison, Wisconsin, is the seat of an institution that is of great benefit and immense value to the woodworking industry. Established and maintained by the government for the purpose of conducting experiments and doing research work to the end of determining the best methods to be pursued in the different processes of manufacture of wood products, the Forest Products Laboratory is rendering a splendid service to the country. It is completely equipped and competently administered and affords facilities for experimental work under intelligent direction far superior to those to be had in any privately owned wood-working plant, and the cooperage industry could well avail itself of the opportunity offered by the laboratory to work out some of the knotty problems that confront it. One of the features of the laboratory's work that is especially pertinent to our industry is a short course in kiln drying, the next sessions of which will be held between January 16th and 27th. In this course the subject of drying is gone into thoroughly both in theory and practice, practical demonstrations of the right and wrong methods of kiln handling being part of the course. It would seem that a course of this kind would be invaluable to manufacturers who use kilns in turning out their products.

A glance over the list of individuals and firms whose representatives have taken this course, reveals the fact that, to date, three cooperage concerns, and one allied concern that by courtesy is listed under the cooperage heading, have grasped the opportunity to improve their knowledge of this important subject. While it is gratifying to note that as an industry cooperage is represented in the imposing list of wood-working firms that have sent men to the laboratory, it is nevertheless true that our representation is not nearly so large as the number of kilns used in the trade would warrant.

Inasmuch as we are as a whole, striving to promote "quality" in the wooden barrel, and inasmuch as perfect seasoning is one of the elemental factors upon which quality is dependent, we are strictly within our province in recommending that every kiln-using manufacturer in the trade get in touch with the Forest Products Laboratory with the view of taking the next course, or at least of securing such data appertaining to the subject as the Laboratory may have available.

## THANKS, VERY MUCH, MR. LUX, WE RECIPROCATE YOUR GOOD WISHES

CLYDE, NEW YORK, Nov. 18, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

I am enclosing my check to cover my 1922 subscription. I always look forward to every issue of the JOURNAL with pleasure and profit. May you have many more successful years of activity and endeavor.

Yours very truly, CHARLES F. LUX.

## PRESENT TRADE IS FAIR, SAYS MR. COTE

LOUIS COTE, REG'D, W. R. EDWARD COTE, 83 SAULT-AU-MATELOT, QUEBEC, CANADA.—We beg to inform you that trade with us is fair for the present. We also want to advise that we are in the market for second-hand machinery for grooving and tonguing ice cream tub, pail and bucket staves.

**Slack Cooperage Stock Wanted**

Always in the market for

28½ in. and 30 in. No. 2 Staves,

34 in. Mill Run Staves,

19⅛ in. No. 2 and Mill Run Heading,

23⅝ in. Mill Run Heading,

Coiled Elm Hoops.

We also buy Tight Cooperage Stock

*Quotations solicited*

Swift & Company

Cooperage Department

South St. Joseph, Mo.



# SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

### MACHINERY FOR SALE

**NOBLE MACHINE COMPANY**
**FORT WAYNE, IND.**

**When in the market for slack barrel or tight barrel staves, heading, and hoop machinery, as well as slack barrel and tight barrel machine, also coopers' tools, truss hoops, barrel heaters, hoop nails, etc., write us. All inquiries receive prompt attention.**

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

**FOR SALE**
**REBUILT STAVE and HEADING MACHINERY**

**Two Greenwood heading turners.**
**One heading sawing machine.**
**One No. 4 stave cutter.**

**ROCHESTER BARREL MACHINE WORKS,**
**Manufacturers of "Greenwood" Stave and Heading Machinery,**
**Rochester, N. Y.**

### MACHINERY WANTED

WANTED—A second-hand Clough & Witt trusser. Address FRANK FINGAR, Blue Stores, N. Y.

WANTED—One 7-foot Michael hoop cutter. Must be in good condition. State price. SCHAPER-KOTTER COOPERAGE CO., 1221 Montgomery St., St. Louis, Mo.

WANTED—Second-hand hoop machinery; planers, pointers and lappers and coilers. Give full information as to what you have, price, etc. Address, "HOOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

### NEW PACKAGES FOR SALE

**SLACK BARRELS FOR SALE**

5,000 slack barrels for packing fresh fish. 17⅛" head, 28½" stave. Also 2,500 standard apple barrels.

Write For Prices

BURNHEIMER & MANK,
North Waldoboro, Maine.

**A BIG OPPORTUNITY**

FOR SALE—Cooperage plant in full swing, manufacturing all kinds of tight work; located in Greater New York. Inspection and demonstration at any time. Stock and customers on hand. Address "COOPERAGE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### PLANT WANTED

WANTED—Complete second-hand barrel shop equipment, power chamfering and crozer, power set up machine, heaters, etc. What have you to offer? Address POST OFFICE BOX 846, Saginaw, Michigan.

### SECOND-HAND PACKAGES FOR SALE

FOR SALE—10 carloads of oil barrels.
5 carloads of sugar barrels.
MAX GOLDSTEIN, 250 Bowman St.,
Wilkes-Barre, Pa.

**SECOND-HAND BARRELS WANTED**

WANTED—To buy 10,000 second-hand oil barrels. Can take delivery by car or boat. Send us your lowest price F. O. B. New York.

S. FINK COOPERAGE,
2172 Lexington Ave.,
New York City.

### BUSINESS OPPORTUNITY

WANTED—To lease or otherwise supply available storage space to new barrel, keg or coopers' supplies manufacturers seeking supply warehouse in Philadelphia. Address "STORAGE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### BARRELS WANTED

WANTED—Immediately. No. 1 lubricating, refined, cottonseed oil, turpentine, wood and denatured oil barrels. 30-gallon gum syrups, 200 lb. galvanized hoop porks and No. 1 lubricating half-barrels. Rush quotations F. O. B. Philadelphia.
Address HUGH O'DONNELL, Meadow and Snyder Avenues, Philadelphia, Pa.

### HELP WANTED

WANTED—A practical manager for a tight cooperage plant turning out 250 to 500 barrels daily. Give full information in first letter. Address "MANAGER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### POSITION WANTED

WANTED—Position, by an efficient and thoroughly experienced man in the second-hand tight cooperage line. Am capable of managing large plant, buying, selling and producing results. Am a good hustler, willing to go anywhere and let the remuneration he commensurate with results. Address "SECOND-HAND," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Position as foreman or superintendent of slack heading mill. Have had 25 years' experience in this line and can furnish the best of reference. Address "L. B. K.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—By a thoroughly experienced man, position as tight barrel stave saw filer. Have had nine years' experience and can give perfect satisfaction in this line of work. Address W. G. JONES, 203 East "E" Avenue, Hutchinson, Kansas.

### STOCK WANTED

WANTED—One car each of 20½" red oak oil barrel heading, 20½" white oak oil barrel heading, 21" gum syrup barrel heading, and 19⅛" pine sugar barrel heading. Rush quotations F. O. B. Philadelphia. Address HUGH O'DONNELL, Meadow and Snyder Avenues, Philadelphia, Pa.

WANTED—Three to five cars 17⅛-inch pine heading tacked or cleated. Name lowest price and point of shipment and when delivery can be made. Address J. H. R., Box 12, care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Two hundred thousand 24" red oak and one hundred thousand 24" mill run white oak cut-offs for delivery during December, 1921, and January and February, 1922.
LOUISVILLE COOPERAGE CO.,
29th and Broadway,
Louisville, Ky.

**L. E. MANKIN**
Manufacturer and Shipper of
ALL GRADES OF
**OAK STAVES**
¾ x 18 to 34 inches
*Your orders solicited, address*
LEWISBURG -:- W. VA.

**ELM HOOPS**
FREIGHT RATES TO
St. Louis, 14½c N. Orleans, 33c
Chicago, 18c Buffalo, 35c
Louisville, 22½c Pittsburgh, 35c
Milwaukee, 26c Norfolk, 45½c
Kansas City, 27c New York, 48½c
*CAN YOU BEAT EM?*
**O. L. Bartlett,** *Manufacturer*
BOX 238 -:- MOUND CITY, ILL.

**GEORGE H. SEAGREAVES**
Manufacturer of
**34" OIL BARREL STAVES**
Shorts 24" to 30" long
Prompt Shipments
WILSONDALE :: W. VA.

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Manufacturers of
**Tight Cooperage**
Milk, Oil and Lard Tierces and Kegs
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Manufacturers of
**STAVES** 1 : White Oak : 1 / Red Oak—Gum **HEADING**
OFFICE: 311 LAMAR BUILDING
MILLS: GWINNETT AND FOURTH STREETS
AUGUSTA, GA.

**S. N. NELSON**
Manufacturer and Dealer in
**Tight Cooperage Stock**
Cut-Offs a Specialty
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**SOUTH BARREL EXCHANGE**
(Successors to CALIG BROS.)
BUYERS AND SELLERS OF ALL KINDS OF
**EMPTY BARRELS**
*ALWAYS AT YOUR SERVICE*
Rear Independence Street, W. E., Pittsburgh, Pa.

**COOPER'S FLAG**
BUTT FLAG
LONG FLAG
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QUALITY THE BEST AND PRICES RIGHT
ADDRESS
C. L. FRANTZ :: Seneca Falls, N. Y.

**Pittsburgh Barrel and Cooperage Company**
— DEALERS IN —
**TIGHT AND SLACK BARRELS**
Our new plant location gives us a storage space for 20,000 barrels, so that we are always equipped to fill all orders promptly.
LET US SERVE YOU
22nd and Smallman Streets PITTSBURGH, PA.

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OUR LITTLE "Special Advertisements" are Wonder Workers. They are bright nuggets in a big streak of pay dirt. Those who have used them know this is so. They will sell anything that you have to sell. Don't delay. Make your offerings at once through

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WHOLESALE DEALERS IN *SECOND HAND BARRELS*
Business transacted in every part of the United States and Canada. We are always in the market for all kinds of second-hand tight and slack barrels. Also white oak, gum, beech and dog heading. *Correspondence solicited.*
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MANUFACTURERS OF
BARRELS, KEGS, KITS AND PAILS
OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

**P. H. KING, PHILADELPHIA**
Successor to JOSEPH KELLY & CO.
DELAWARE AND SNYDER AVENUES
ALWAYS IN THE MARKET for all kinds of TIGHT BARRELS, New and Second-Hand. Let us have YOUR QUOTATIONS
*INQUIRIES ARE SOLICITED .·. WRITE NOW*

*FOUNDED 1850* *(NEW YORK AND PHILADELPHIA)* *INCORPORATED 1900*
*We are large buyers of Slack Cooperage Stock of all kinds, and we want your prices*
**N. & H. O'DONNELL COOPERAGE CO.**
*BARREL MANUFACTURERS*
*Moore St., Water to Swanson Sts.* *PHILADELPHIA, PA.*

**S. KLAUSNER & SONS**
DEALERS IN PREPARED
**Second-Hand Barrels Ready to Fill**
Recoopered, Glued, and Painted Any Color Required
2712 EAST 51st STREET CLEVELAND, OHIO

Established 1860. Incorporated 1892. Long Distance Telephone, 1155 and 1156 Bergen

**C. HEIDT and SON**
**Jersey City Cooperage**
**Jersey City, N. J.**
Manufacturers of New Flour, Sugar, Fruit and Half Barrels. Also all kinds of New Heading, Staves, Hoops, etc.
Dealers in Second-Hand Flour, Sugar, Lard, Oil, Whiskey, Glucose and Molasses Barrels of all descriptions. Shooks for Export a Specialty
Office, Fairmount Ave., Cor. Amity St. Factory & Storehouses, 42-56 Fairmount Ave.

**PHILAPEN COOPERAGE**
I. M. WIENER, Prop.
*Second-Hand Tight Cooperage*
OF ALL DESCRIPTIONS
*Prompt and satisfactory attention given all orders*
Delaware and Snyder Aves. Philadelphia, Pa.

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**Cooperage Stock**
*Quote Us Now*
Established 1857
**Henry Siemon & Sons**
**NEW BARRELS**
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**BRUCE T. WARRING**
3256 K STREET, N. W. WASHINGTON, D. C.
Dealer In
All Kinds of Second Hand Empty Barrels
30 YEARS' EXPERIENCE
Can Furnish You Barrels for All Purposes
Write Me When In Need
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Manufacturers
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ALWAYS IN THE MARKET FOR SQUARE HEADING AND STAVES OF ALL KINDS. QUOTE PRICES
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ESTABLISHED 1884
**GEORGE W. STONE, Jr., & SONS**
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All orders receive prompt and efficient attention. Let us serve you.
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*Manufacturers of* **TIGHT COOPERAGE**
Oil and Tallow Shooks for Export
*Correspondence Solicited*

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Manufacturer of
NEW FLOUR, SUGAR, CRACKER AND FRUIT BARRELS
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Second-hand Flour, Sugar, Apple, Lard, Oil and Whiskey Barrels, as Well as All Kinds of Casks for Packing Purposes
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Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING
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Manufacturers of KEG STAVES
Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va. A. C. L. and Virginian Railways, Carson, Va., A. C. L. R. R., Reams, Va., A. C. L. R. R., City Point, Va., and Disputanta, Va., N. and W. R. R. and Savedge, Va., Southern Railway.
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**LAYTON COOPERAGE COMPANY**
Columbia and Water Streets :: Portland, Oregon
We carry a large stock of second-hand Barrels *Fir and* Cider, Vinegar, Lard, Glucose and Oil Barrels *Oak*
We are in position to furnish you barrels for all purposes
Write Us When in Need







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Manufacturers of and Dealers in all kinds of **Cooperage**
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Office and Factory, 3134-3160 Charires Street, New Orleans, La.
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**THE HARLAN-MORRIS MFG. CO.** JACKSON TENNESSEE
Manufacturers of all Kinds of
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From WHITE OAK, RED OAK, ASH and GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi and Arkansas

ESTABLISHED 1886
**STANDARD HOOP CO.**
LIMITED
Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft. Long
ALSO HEADLINERS
*Write us for prices when in want.*
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**FRANCIS STAVE & LUMBER CO.**
MANUFACTURERS OF
**White and Red Oak Staves**
Of All Kinds from 12 in. to 36 in. Long
Also all kinds of White and Red Oak Lumber, Railroad Ties and Crossing Planks
*We solicit your inquiries*
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Staves, Heading Hoops TIGHT and SLACK
*Also Ice Cream Tub Staves and Bottoms* :: ::
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Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves
PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to QUITMAN, GEORGIA

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MANUFACTURERS OF
*Dowel Pins, Tight Barrel Staves* *Club Turned Oak and Hickory Spokes*
[ WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US ]
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*Box Shooks*
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**Slack COOPERAGE Stock**
All Sizes and Grades
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*Manufacturers of*
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QUALITY STOCK makes QUALITY BARRELS
We make QUALITY STOCK
*Write Us* GALAX, VIRGINIA

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ABERDEEN, WASHINGTON
Manufacturers of **FIR and SPRUCE STAVES and HEADING**
For Tight and Slack Packages of Every Description
*YOUR INQUIRIES SOLICITED*
QUALITY STOCK PROMPT SERVICE

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MANUFACTURERS
COILED ELM HOOPS
We are prepared at all times to make prompt shipment in any quantity anywhere
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MANUFACTURERS OF
*All kinds of*
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GUM APPLE BARREL STOCK
PINE TRUCK BARREL STOCK
VIRGINIA STOCK HAS A REPUTATION
OUR GRADE UPHOLDS IT
**NORFOLK -:- VIRGINIA**

**ALABAMA PINE HEADING**
Any size up to 24 inches. Any thickness up to ¾ inch. Square or Bevel Edge.

GUM, COTTONWOOD, PINE STAVES
AND COILED ELM HOOPS
Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.

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Flat Bucked and Full Dressed Staves for Export

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CLEVELAND -:- OHIO
*Manufacturers of*
Improved and Patented
Slack Barrel
Machinery

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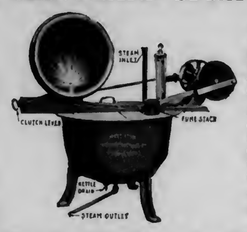


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A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

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The Wooden Barrel --- The Perfect Package
Prepared for All Purposes

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*USE ABC CODE, FIFTH EDITION*
*CAPITAL AND SURPLUS, $600,000*
*Cable Address: ARKSTAVES—Arkadelphia, Ark.*
American White and Red Oak **Split & Bucked Staves** A Specialty
***EXPORTERS***
ARKADELPHIA : ARKANSAS
Try Our Palm Oil 1½" x 44" Bucked Red Oak and 1½" x 44"--34" and 26" White Oak Staves







**Myers Stave & Manufacturing Co.**

PIGGOTT
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Let us handle your orders—
We guarantee Quality—
Service—Satisfaction

Manufacturers of
TIGHT BARREL
S T A V E S
White Oak, Red Oak
Gum and Ash

**MT. OLIVE STAVE CO.**
BATESVILLE, ARK.
MANUFACTURERS OF
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IN
WHITE OAK, RED OAK, GUM and ASH
PROMPT SHIPMENT CLOSE INSPECTION QUALITY

**Cooperage Stock & Barrel Shooks**
Cooperage Machinery
**B. C. SHEAHAN CO.**
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CHICAGO - - ILLINOIS

*Quality Stock is Our Guarantee!*
*If you make High Grade Barrels, you must have High Grade Stock*
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Tight Barrel Staves and
Circled Heading
NASHVILLE -:- TENNESSEE

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WE ALSO MANUFACTURE AND ARE DEALERS IN
Tight and Slack Barrel Staves and Heading
All orders receive prompt, considerate and efficient attention
LET US HANDLE YOUR NEXT ORDER
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HOUSTON, TEXAS
MANUFACTURERS OF
Tight Barrels and Shooks
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EXPORT AND DOMESTIC
*Specializing on Barrels for Petroleum Oils, Cotton Seed Oil, and Packing House Products*
"SINCE 1890" Capacity, 2500 Packages Daily

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Manufacturer of and Dealer in
Staves
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For all kinds of Slack Barrels

ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.

Address, SKUSE'S COOPERAGE
Corner Finney and Davis Streets
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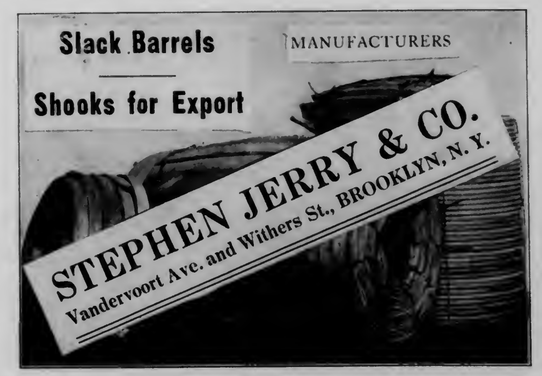

# "Greenwood" No. 5 SLACK HEADING TURNER

**No. 5 HEADING TURNER** showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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Successor to JOHN GREENWOOD

Rochester :: New York



# "HYNSON" The Name that stands for "THE BEST" IN COOPERS' TOOLS AND SUPPLIES

"THE CHAMPION"
Our unexcelled Barrel Heater

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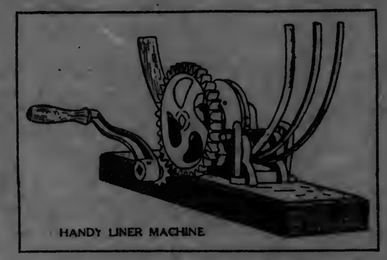
GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

**TRUSS HOOPS BOTH WOOD AND IRON**



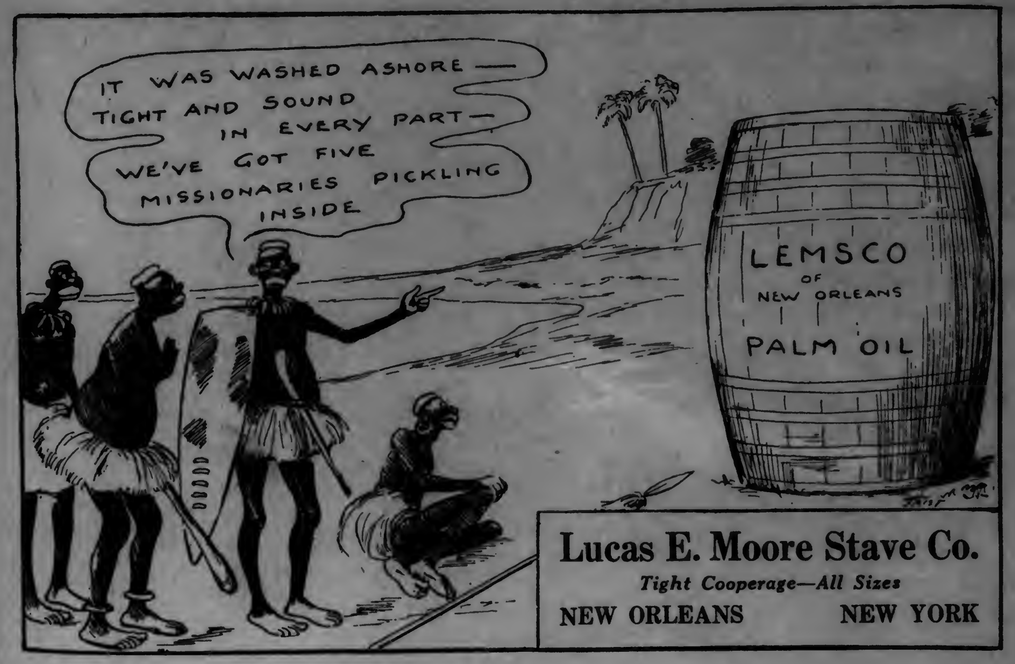
HANDY LINER MACHINE

*To place your orders with us means profit for you. Try it and be convinced. No time like the present.*

**THE HYNSON COMPANY** St. Louis, U.S.A.
SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

*Largest Exclusively Coopers' Tool and Supply House in the World If it comes from HYNSON you know it's right.*

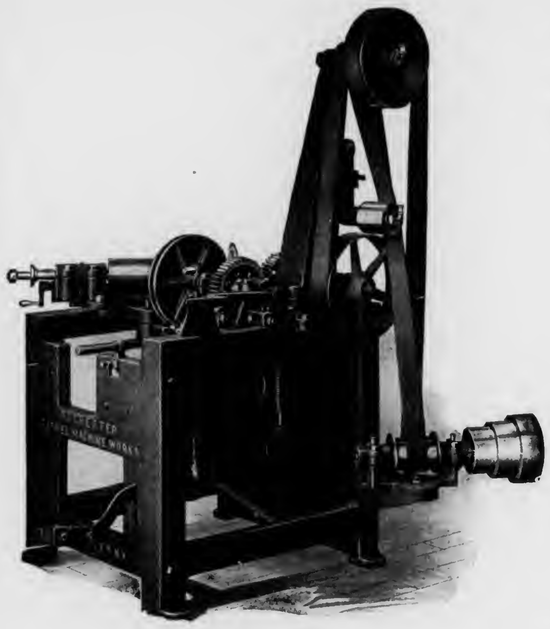



IT WAS WASHED ASHORE — TIGHT AND SOUND IN EVERY PART — WE'VE GOT FIVE MISSIONARIES PICKLING INSIDE
LEMSCO
OF
NEW ORLEANS
PALM OIL

## Lucas E. Moore Stave Co.

*Tight Cooperage—All Sizes*

NEW ORLEANS NEW YORK



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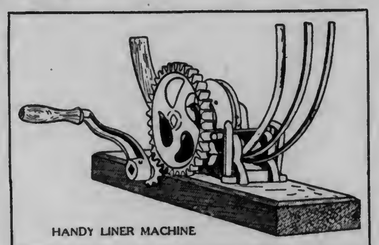
"THE CHAMPION"
Our unexcelled Barrel Heater

## Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

**TRUSS HOOPS BOTH WOOD AND IRON**



HANDY LINER MACHINE

*To place your orders with us means profit for you. Try it and be convinced. No time like the present.*

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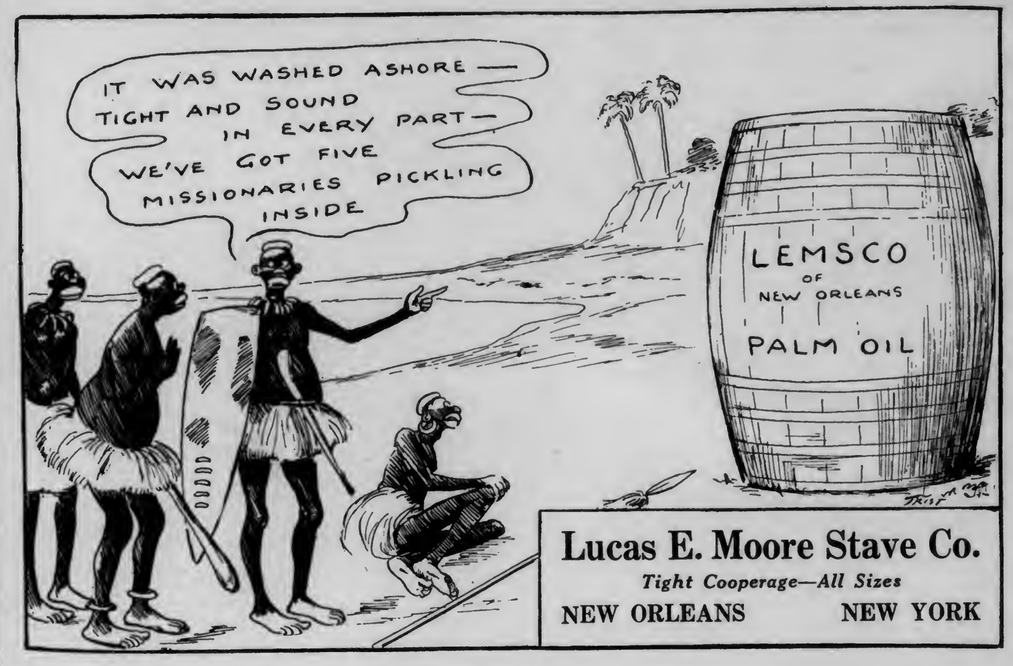
*Largest Exclusively Coopers' Tool and Supply House in the World*
*If it comes from HYNSON you know it's right.*

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## Lucas E. Moore Stave Co.

*Tight Cooperage—All Sizes*

NEW ORLEANS NEW YORK


WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

INTENTIONAL SECOND EXPOSURE

# TREVOR MACHINERY

## FOR MAKING HEADING, STAVES AND HOOPS

Established 1860

Old methods were good.
Our improved machines are better.
Note the new designs.
It costs us money to make new patterns, but
Our customers derive benefit.
We are always UP-TO-DATE.
We offer the best.
Write to us and we will give you courteous attention.

Incorporated 1890

OUR
**New Catalogues**
Sent on request to those interested in the manufacture of

*STAVES*
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*HOOPS*
*SHINGLES*

Light Stock for Baskets, Crates, Boxes, etc. and Turned Goods such as Handles, Dowels, Chair Stock and Similar Articles

## The Trevor Patent Pendulous Sawing Machine

WE MAKE
Heading Machinery
Stave Machinery
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Lathes for Turning
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Various Kinds

THE LATEST IMPROVED TREVOR HEADING TURNER

**We Claim**
our machines
are the best
**Because**
Our Methods are Progressive.
They are built to last.
Our designers are experts.
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Our customers say so.

# TREVOR MFG. CO. LOCKPORT, N. Y.

*Southern Agency with J. C. Pennoyer Company, 8 So. Dearborn St., Chicago, Ill. and 1828 Exchange Bldg., Memphis, Tenn.*

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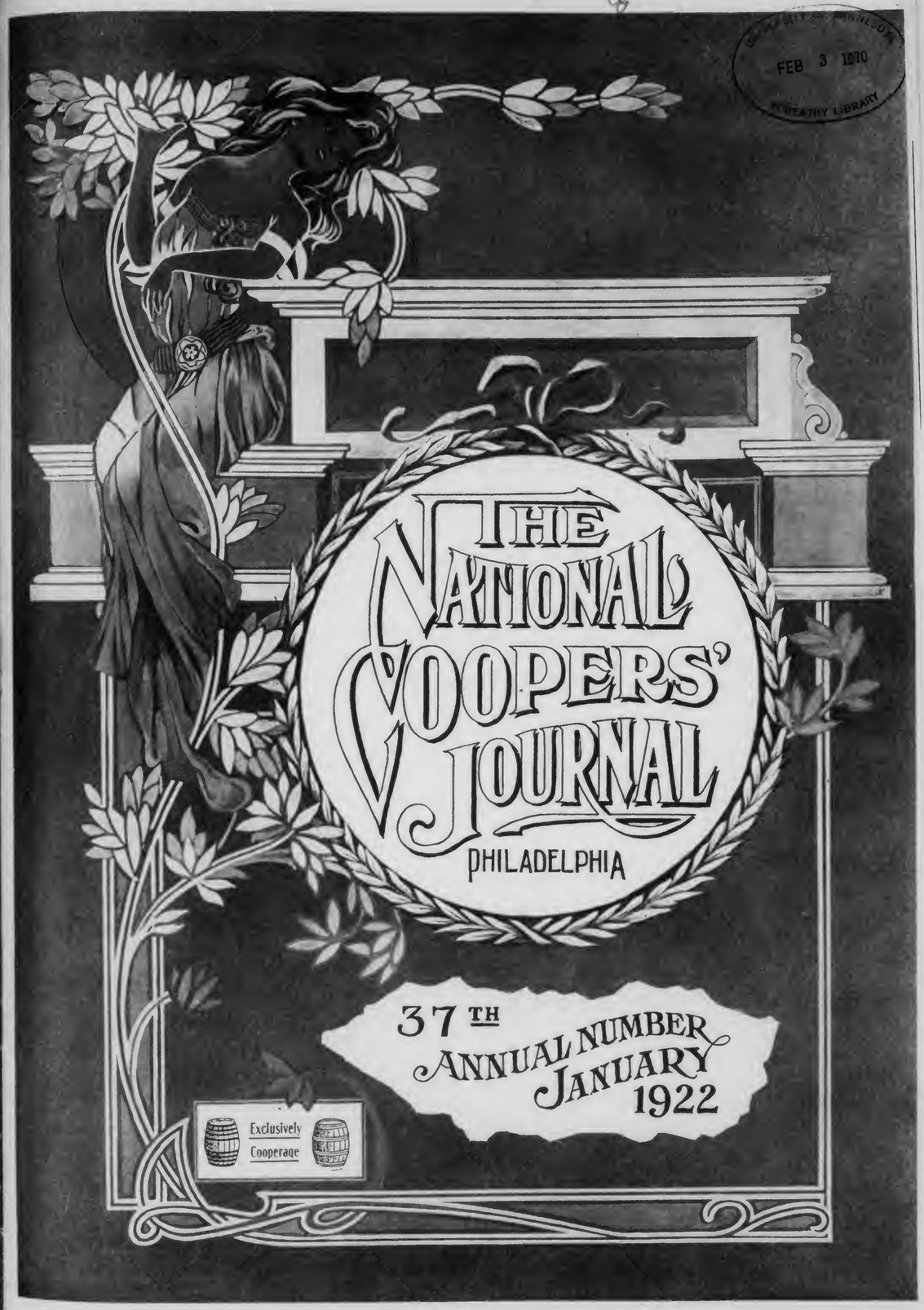

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**FOR A PROSPEROUS 1922 IS A**

## Whitney Stave Sawing Machine

The solid construction of the machine and the way in which the frame is braced to resist strain, prevents vibration.

The cylinder saw, made from steel of the right gauge, perfectly tempered and accurately balanced, runs true to form, without tremor or distortion when speeded up.

The Quick Shifting Gauge can be set as quick as a wink to stave off a thick or thin slab from a crooked bolt. Snap it back again to the proper stave thickness, push up the carriage and you get a perfect stave.

**BAXTER D. WHITNEY & SON, Inc.,** Winchendon, Mass.

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Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

*Get prices and particulars from the*

**COOPERAGE MACHINERY MAKERS**

**E. & B. HOLMES MACHINERY CO.,** 45 CHICAGO STREET **Buffalo, N. Y.**

*"Proved Responsibility"*

## The Vail-Donaldson Company

From mills that are modernly equipped and competently manned

**Staves**
**Hoops**
**Heading**

From timber best suited to each individual stock requirement

*"Established Stability"* STRAIGHT OR MATCHED CARS

*818-19 Holland Building*

***SAINT LOUIS, MISSOURI***

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**TWENTY-NINE YEARS**

continuous manufacture of the highest grade slack cooperage stock is the foundation of the present enviable reputation of our product

WE HAVE IN STOCK A REPRESENTATIVE LINE OF

**SLACK STAVES**
In all lengths from 18" to 48" inclusive

**HOOPS**
Of the same high quality as our staves

**HEADING**
In all popular sizes and woods

Slack Stock Specialists

Mills and Yards Conveniently located Enable us to make Prompt Shipments In any Quantity

Offices at
SAINT LOUIS, MO.

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# YOUR NEED

**FOR A PROSPEROUS 1922 IS A**

## Whitney Stave Sawing Machine

The solid construction of the machine and the way in which the frame is braced to resist strain, prevents vibration.

The cylinder saw, made from steel of the right gauge, perfectly tempered and accurately balanced, runs true to form, without tremor or distortion when speeded up.

The Quick Shifting Gauge can be set as quick as a wink to stave off a thick or thin slab from a crooked bolt. Snap it back again to the proper stave thickness, push up the carriage and you get a perfect stave.

**BAXTER D. WHITNEY & SON, Inc.,** Winchendon, Mass.

SELLING REPRESENTATIVES:

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## Holmes Rack and Pinion Hoop Driver

Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

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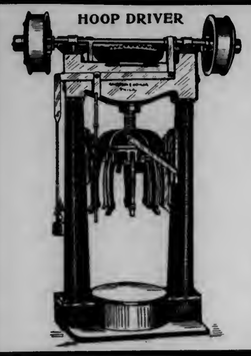
INTENTIONAL SECOND EXPOSURE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# WEIMAR ENGINEERING WORKS

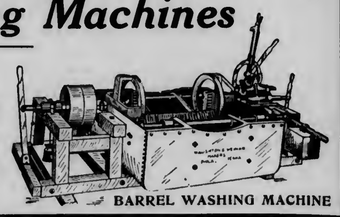
*BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines*

**Special Machines Built to Order**

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

*Let us know your requirements*

WESTMORELAND and JASPER STREETS
PHILADELPHIA, PA.


BARREL WASHING MACHINE

# GERLACH MACHINERY

PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

**STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS**

100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

**Circular, Drag and Cylinder Saws Repaired**

**Dixie Portable Gasoline Drag Saw**

Price with one saw blade, dry battery ignition and Zenith carburetor ..... $200.00
Price with one saw blade, Bosch magneto ignition and Zenith carburetor ..... 225.00
Price extra 5, 5½ or 6-foot saws, each..... 11.00
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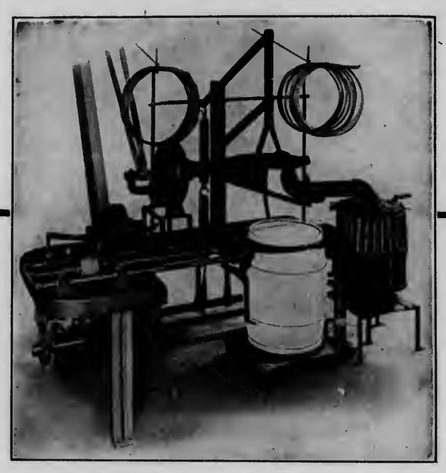
**THE PETER GERLACH CO.**
ESTABLISHED 1854
CLEVELAND - - OHIO



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**"Perfection" Heading-up Machine**

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

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Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

# CANADA BARRELS AND KEGS, LIMITED

(*Successors to* THE CHARLES MUELLER CO., LTD.)

*MANUFACTURERS OF*

**All Kinds and Sizes of Tight Kegs**

FROM 5 TO 60 GALLONS

We make kegs for all purposes. Let us know your requirements

Canada's Largest Tight Cooperage
Daily Plant Capacity 1,800 to 2,000 packages

WATERLOO
ONTARIO

*QUALITY*
*SERVICE*
*SATISFACTION*







ESTABLISHED 1904

# LOUISVILLE COOPERAGE COMPANY, Inc.

MANUFACTURERS OF

**TIGHT BARRELS, KEGS and SHOOKS**

FROM FIVE TO SIXTY GALLON CAPACITY, FOR DOMESTIC AND FOREIGN TRADE

Made from Red Oak, White Oak and Gum, our packages are A-1 QUALITY, being suitable for Oil, Lard, Kraut, Cider, Vinegar, Wine, Alcohol and All Kinds of Chemicals.

**WE ALSO MANUFACTURE TIGHT STAVES AND CIRCLED HEADING**

*TRY OUR SERVICE—IT SATISFIES*

Daily Capacity
1500 Barrels, 1000 Kegs and Half Barrels

29th and Broadway, LOUISVILLE, KY.

STAVE AND HEADING MILLS
Bonita, La., Crowder, Miss., Viper, Ky.

Kegs
Half-Barrels

All Sizes
All Styles
All Woods
All Purposes

# BARRELS

NEW AND USED

"QUALITY" "QUANTITY"

Casks
Hogsheads

Modern Plant
Expert Workmen
Prompt Shipment
Helpful Service

17th and Erie Sts. **J. J. O'CONNOR CO.** Jersey City, N. J.
INCORPORATED

*"Our Product is Manufactured Up to a Standard, not Down to a Price"*

# Hugh O'Donnell, Inc.

Meadow and Snyder Avenues
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**TIGHT BARRELS**

NEW AND SECOND-HAND

We are in immediate need of No. 1 Lubricating, Refined, Cottonseed Oil, Turpentine, Wood and Denatured Alcohol barrels, 30 gallon Gum Syrups, 200 lb. Galvanized Hoop Porks, and No. 1 Lubricating Half-Barrels.

Also one car each 20⅜ in. Red Oak Oil Barrel Heading, 20⅛ in. White Oak Oil Barrel Heading, 21 in. Gum Syrup Barrel Heading, 19⅜ in. Pine Sugar Barrel Heading.

Rush quotations F. O. B. Philadelphia.

Motor Truck or Railroad Delivery

Prompt Shipment---Any Quantity

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Half-Barrels, Kegs **BARRELS** Tierces, Hogsheads

*"THE HOUSE OF RECOGNIZED RESPONSIBILITY"*

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BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

## A POPULAR BUYING TRAIT

Nowadays everybody who has any orders to place, not only **expects** superior quality stock, but **demands** it!

We are prepared, as heretofore, to fully satisfy this popular demand for extra good quality as applied to slack barrel heading.

Buy the old reliable "Bone-Dry" brand, and be sure of getting one hundred per-cent value for every dollar.

**HIMMELBERGER-HARRISON LUMBER CO.**

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BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

WARRIOR HEADS

**WARRIOR HEADS**

means PINE HEADING properly made from Southern Pine by men who know how

**Powell Cooperage Co.**

*Cooperage Stock*

MEMPHIS :: TENNESSEE

*Any size Heading from 12 inches to 24 inches*

**VOLL**

**COOPERAGE COMPANY**

**ST. LOUIS**

ASSOCIATED COOPERAGE INDUSTRIES

**SLACK COOPERAGE STOCK**

*"An old face in a new place"*

Forty-Two Years' Experience

**THE HENRY WRAPE CO.**

MILLS: Paragould, Arkansas Searcy, - Arkansas

MANUFACTURERS OF

**White and Red Oak, Gum and Ash, Kiln Dried and Jointed Staves and Circled Heading for Tight Barrels and Kegs**

Quality **ST. LOUIS, MISSOURI** Satisfaction





BOLZ Quality Tells Cooperage Corporation Trade Mark

**Quality Tells**

**Since 1875**

**Slack Cooperage Stock**

*Buy Direct From the Maker—It's a Guarantee*

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**Tight Barrels and Shooks**

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**Hudson & Dugger Company**

MEMPHIS -:- TENNESSEE

*Mills*
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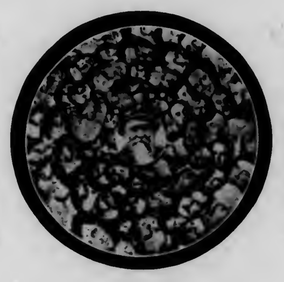

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Pine Bluff, Arkansas
Little Rock, Arkansas

MANUFACTURERS OF

**Tight Barrel Circled Heading**

**COTTONWOOD STAVES**

*ARE OUR SPECIALTY* *BUT WE CAN SUPPLY YOU WITH*

**All Kinds of Slack Staves, Hoops and Heading**

Manufactured in strict accordance with Association Grade Rules and Specifications.

ASSOCIATED COOPERAGE INDUSTRIES

Adequate stocks and excellent transportation facilities insure prompt shipments.

*QUALITY* *SERVICE* *SATISFACTION*

**THE W. M. DAVIS STAVE COMPANY**

MEMPHIS, TENNESSEE

**WM. G. PENNYPACKER, JR.**

**Staves—Heading—Hoops, Etc.**

Specialist in GUM HEADING AND GUM STAVES

Write To-day for Prices :: ADDRESS ALL COMMUNICATIONS TO BUFFALO, N. Y.

**ARKADELPHIA MILLING COMPANY**

USE ABC CODE, FIFTH EDITION

CAPITAL AND SURPLUS, $600,000

Cable Address: ARKSTAVES—Arkadelphia, Ark.

American White and Red Oak **Split & Bucked Staves** A Specialty

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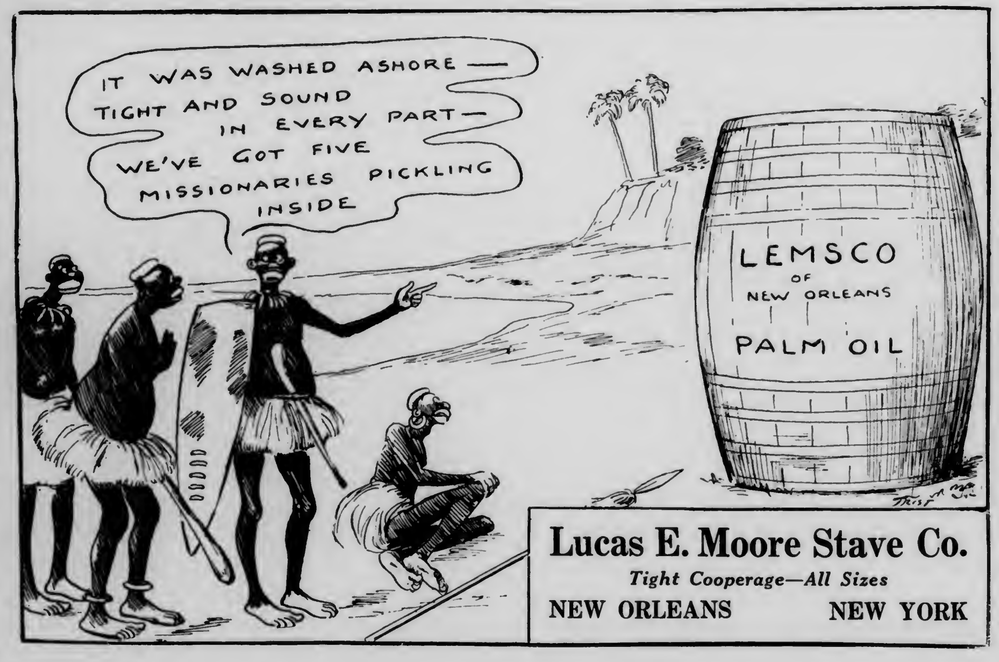
ARKADELPHIA : ARKANSAS

Try Our Palm Oil 1½" x 44" Bucked Red Oak and 1½" x 44"-34" and 26" White Oak Staves

**HANLON-GREGORY GALVANIZING COMPANY**

Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

*PROMPT DELIVERIES* 24th Street and A. V. R. R., PITTSBURGH, PENNSYLVANIA


IT WAS WASHED ASHORE — TIGHT AND SOUND IN EVERY PART — WE'VE GOT FIVE MISSIONARIES PICKLING INSIDE
LEMSCO OF NEW ORLEANS PALM OIL

**Lucas E. Moore Stave Co.**

*Tight Cooperage—All Sizes*

NEW ORLEANS NEW YORK







**Struthers-Ziegler Cooperage Co.**

**SLACK BARREL MATERIAL**

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**PREPARE FOR BIG BUSINESS**

Adopt our plan by regularly listing your offerings here. Some fellows are going about with a mourning sign on their faces, bemoaning the fact that no orders are coming in. We don't wait for them to come—WE GO GET THEM.

The dawn of a new era of prosperity is just about to break. Will you be properly represented? Avail yourself of our service and be convinced.

**COOPERAGE** { NEW and USED PREPARED

*BOLTS* *FASTENERS* *NAILS*
*BUNGS* *FLAG* *PARAFFINE*
*CHALK* *HOOPS* *SILICATE*
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MACHINERY—HEADING—RIVETS

**Franklin Brokerage Company, Inc.**

*A National Cooperage Clearing House*

603 Chestnut Street : PHILADELPHIA, PENNA.

**C. M. VAN AKEN COOPERAGE CO.**

BUYERS AND SELLERS OF

**Staves, Hoops Heading**

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**COOPERAGE SUPPLIES**

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

**141 Broadway, New York**

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Plant: Boyne City, Mich.

**CROZED STAVES**

Capacity: 30,000,000 Yearly

*ECONOMY*
*UNIFORMITY*
*DEPENDABILITY*

**ARE** CUT CROZED CHAMFERED EQUALIZED IN OUR PLANT

*BEST STOCK*
*KILN DRIED*
*BRIGHT and CLEAN*

**CROZED STAVE CORPORATION**

GRAND RAPIDS, MICHIGAN

# Happy New Year

When you think of
Cooperage Stock
think of the "National"

NATIONAL MANUFACTURING CO.
DETROIT, MICHIGAN

Established 1897
Twenty-four years under the same management

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."


# The New Year 1922

## WITH CONFIDENCE RESTORED, BUSINESS MEN IN ALL LINES ARE LOOKING FOR A RETURN EARLY IN 1922 OF PRE-WAR BUSINESS, SAYS JAMES INNES

CHATHAM, ONT., December 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

There is an old saying that "the grass on the other side of the fence is always the greenest," and in a great many instances that is exactly the case.

Looking forward from the latter part of 1921, say October, towards 1922, business certainly appears to be assuming a more verdant hue, and the dry, parched trade of a great part of 1921 is at least showing signs of healthy buds of promise.

Manufacturers have already made their adjustments in most cases, written down their stocks to cost of replacement, and as stocks on hand are large, are curtailing their operations until the demand catches up with the supply.

Those in the North, who are doing any lumbering in the woods, are cutting their logs so they will be suitable either for lumber or cooperage stock, and as stocks of staves, hoops, heading, hardwood and basswood lumber, in the hands of the consumers, are reduced to almost a vanishing point, if the little spurt of the last two months continues and goes on increasing, we can look forward to the future in confidence.

It is a great many years since there was such a liquidation of stocks of cooperage material by consumers, so 1922 will start with a clean sheet, and, with confidence greatly restored, business men, in all lines, are anticipating a return, early in 1922, to pre-war business conditions, with advances in prices in proportion to the extra cost of production.

Yours very truly,
JAMES INNES,
SUTHERLAND-INNES CO.

## A PERIOD OF EXTENDED PROSPERITY IS BEFORE THE COOPERAGE INDUSTRY, BUT VALUES WILL NOT BE INFLATED, SAYS E. A. POWELL

MEMPHIS, TENN., Dec. 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Our business outlook for 1922 is good, and we expect that the year, as a whole, will be a satisfactory and profitable one in a business way. There are, it seems to me, two things, however, to be avoided by every concern in the cooperage business. The first is to keep our optimism sane and sensible and not expect the New Year to start off with a rush; not to look forward to business conditions which will allow unusual profits, or any profits, except those earned by close application and practical and efficient conduct of our business. And it is equally to be desired that we refuse to become pessimistic and accept as true the opinions of those who hold that business, the country, and the world in fact, has gone to the dogs, and that no one will ever again do anything in a business way.

Our country is making progress in solving the difficulties that confront us; other nations are meeting their difficulties with varying degrees of success, but always we are moving forward, accomplishing something, no matter how little, toward reaching the goal of business sanity and health.

Cooperage stock manufacturers have many reasons for looking forward to better conditions in their industry. The paper liquidation of cooperage stock came early, and later on the actual liquidation which was complete and thorough put them in position to feel that they had laid the foundation for building their future business on a solid and substantial basis.

In our opinion we are going to have a period of extended prosperity, but we do not look forward to inflated values, although we expect keen competition which will require efficient manufacturing methods and the practice of business economy in order that profits may be made. With every industry reaching out, hunting for business, competing keenly for every order that is placed, our industry must suffer severely if we do not take some steps to safeguard it.

I am glad of this opportunity to wish you all a New Year full of happiness and prosperity.

Yours very truly,
WALKER L. WELLFORD, *Vice-Pres.*,
CHICKASAW COOPERAGE CO.

## HIGH FREIGHT RATES THE GREATEST DEPRESSOR OF BUSINESS RIGHT NOW, SAYS T. J. WALBERT

BATESVILLE, ARK., December 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Business with us, during the past ten months, has not exceeded ten to fifteen per cent. normal. However, we are entering into the new year with a feeling of optimism and cannot see anything else than some good business ahead for the cooperage trade in general. At this time, we, ourselves, are not carrying over thirty to forty per cent. of our normal stock supply. We have worked off practically all of our old stock, and the stock we are now putting on our yards is what we consider an A No. 1 grade in every respect. With the good, first-class set of employes we now have, we are prepared to meet any demand that is made upon us for cooperage material of the different classes we manufacture, that is, tight barrel staves and heading.

With a 50 per cent. demand for barrels and kegs during the first six months of 1922, we look for some little increase in price over what cooperage material is now selling at. Staves and heading cannot be manufactured at present prices and allow the manufacturer to pay the employes a live-and-let-live scale of wages; the producer of raw material a fair price for his product, and receive any profit on his operations. We cannot help but believe that with a 50 per cent. demand for cooperage materials, and feeling assured that the general business of the country will begin to open up after the middle of January—the producers of raw material and the employes will be in better shape to demand better prices for their product and labor, and this will necessarily force the manufacturer of cooperage stock to demand a better price for his material.

For the past sixty days we have been expecting to hear of an order from the Interstate Commerce Commission reducing freight rates from 25 to 35 per cent. Up to the present time this order, as we understand, has not been issued. Extremely high freight rates are doing more, right now, to depress the business world than anything else, and we believe that some great pressure should be brought to bear to try and have an immedaite readjustment of these rates.

Wishing you much happiness and success for the New Year 1922, we are,

Yours very truly,
T. J. WALBERT, *President*,
MOUNT OLIVE STAVE CO.

## MODERATE PRICE AND "QUALITY" PACKAGE ABSOLUTELY NECESSARY TO FIGHT SUBSTITUTE CONTAINERS, SAYS WALKER L. WELLFORD

MEMPHIS, TENN., December 14, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

For the past eight months there has been no business to speak of, either domestic or foreign. What business has been done has been on a declining market on materials which have cost considerably more than the price at which they were sold. For the present, business is even worse than it was sixty days ago, and there is nothing on which to base an opinion as to what the future will bring. The future of the cooperage business depends on several things.

First, a moderate price for cooperage is absolutely necessary to enable us to compete with substitute containers.

Second, the quality must be very materially improved over what prevailed during the past three or four years, otherwise even the low price will not be an encouragement for the use of wooden cooperage.

Third, the ability of the foreign countries to buy our products in which cooperage is used for shipment of these products will very materially affect the volume. Just for domestic use, the amount of cooperage is very small. There is no one who can tell you as to the future of this foreign business.

It is natural, of course, for us to expect that from now on there will be an improvement, because business has been bad longer than it has ever been before during the writer's lifetime, and there is sure to be an improvement.

With kind regards and best wishes,

Yours very truly,
WALKER L. WELLFORD, *Vice-Pres.*
CHICKASAW COOPERAGE CO.

## WORKING FOR MUTUAL BUSINESS AND TRADE BENEFITS COOPERAGE AND COOPERAGE STOCK MANUFACTURERS WILL ACHIEVE RESULTS DURING 1922, SAYS WALTER C. HARTMAN

DETROIT, MICH., December 16, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In answer to your request for a letter regarding the revival of business and the coming of prosperity, would say that I believe that is the real way to put it, from an optimistic cooperage man's standpoint. Peculiarly, cooperage stock is one of the items that seems to have touched the bottom and is already on the up grade. In looking back over the twenty-five years that I have been in the business I remember that this reaction always occurs after extraordinary low prices have prevailed for a period of from six months to a year. But at the present time, following a considerable advance in almost every kind of stock, prices are fairly steady, with the demand much better than a month ago, and prospects most promising for the new year.

We believe that the cooperage stock manufacturers, dealers and consumers are of one mind in regard to the undesirability of abnormally high prices. We believe the average responsible manufacturer would do all he could to prevent an unreasonably high level of prices regardless of the amount of stock on hand at the mills or being manufactured.

Profiting by their past experience and mutually desiring to advance the cause of the wooden barrel, the cooperage stock man who knows will do all in his power to establish a fair average price that pays a reasonable profit to the manufacturer and encourage the use of the best package made. Such an attitude is going to do a great deal toward increasing the popularity of the barrel and keeping its reputation where it justly belongs until the consumption has again reached normal. These are the conditions that we think will be fully realized in 1922.

Very truly yours,
WALTER C. HARTMAN, *President*,
NATIONAL MANUFACTURING CO.

## COMMON SENSE NOW RULING, A LONG STRETCH OF SANE, PROGRESSIVE, SUBSTANTIAL BUSINESS CAN BE LOOKED FOR, SAYS G. W. TREVOR

LOCKPORT, N. Y., December 14, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We have your favor of December 5th stating that you are intending to issue a special Business Prosperity and Trade Revival Number in January. This will be especially appropriate at this time, as we feel certain that none of us will be disappointed in the business transacted during the new year. Deflation has, in our opinion, run its course. As someone has expressed it, "the party is over." The feverish activity which sprang up at the end of the war has passed; the extreme reaction from this unhealthy prosperity is also a matter of history.

Common sense is now the slogan, and when this is the case we look forward to a long stretch of sane, progressive, substantial business. We do not expect to find the road to prosperity an easy one; what we do expect is that hard work and steady application to sound business principles will hereafter bring the same solid rewards that they have in the past.

We look for a normal, healthy activity, with keen competition in buying and selling, but with quality the main essential, instead of price or delivery.

In other words, we believe that business has reached a subnormal basis and will be on the upgrade for some time to come, but that sales and purchases will be marked by intelligent conservatism. Close prices and quick deliveries will be essential, but on the other hand we look neither for delivery to be the main feature as in 1920, nor ruinous price, as in 1921. We have never seen a future for a new year look better than it does at the close of this one.

With best wishes, and trusting that you will enjoy the full measure of prosperity to which the quality of your excellent publication fully entitles you, we are,

Yours very truly,
G. W. TREVOR, *Treasurer*,
TREVOR MFG. CO.

## NO REALLY SANE OR WISE BUSINESS MAN EXPECTS OR WANTS THE WILD TIMES OF 1919—1922 HAS GOOD THINGS IN STORE, SAYS J. J. ANDRE

CHICAGO, ILL., December 19, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

With the volume of shipments in our slack department being slightly better than 19 per cent. greater up to this writing this year than for the entire year 1920, can we look forward to 1922 with nothing but optimism? We do not wish to convey the impression that we are looking for the wild times of 1919, in fact we do not want them, but we are expecting much better things for 1922 than we have received during the year just coming to a close.

We look for the coming year to be one of work, hard work, and, we hope, it will be intelligent work, and in such case no doubt exists in our minds but that it will pay. Stocks of all kinds are becoming depleted and they will have to be replenished, which is not being done on a large scale. Business certainly will be better, which will mean some betterment in prices, and with little or no surplus of stock we can see no cause for any slacking up in prices, our fears being that many buyers will delay their purchases too long and not give manufacturers a chance to get to work in earnest. This is likely to cause further quick, sharp advances. It is our desire that only a reasonable price prevail, and a comparatively steady market, but if a large portion of the users insist on waiting until they are cleaned out, and all come in together, nothing can prevent another scramble for stock, and they would then have to pay a heavy penalty for their dilatory methods. Certainly by this time everyone should have learned the lesson that extreme prices do not pay, whether it be too high or too low prices, and everyone should work to avoid any reoccurrence of a trade demoralizing price market. The user should realize that to hold off buying so as to get stock at a price that will cause a loss to the manufacturer, only serves to make this same stock go to the other extreme, with the attending dissatisfaction of probably getting poor stock and very uncertain deliveries, meaning he finally pays.

We are operating all of our Southern mills, both stave and heading, as near capacity as the conditions will permit, and have on our books quite a nice lot of orders covering a portion of our output the first few months of the coming year, and at fairly satisfactory prices, but are in position to take on more.

While our business this year has been quite a little larger in volume than in 1920, certainly our profits are not to be compared, nor are they what they should have been, but when we figure we are somewhat better off today than we were at the beginning of 1921, we feel we have no cause for pessimism.

And if what we hear is true, the same encouraging prospects that are before the cooperage trade are to be noted in practically all other lines of business.

As before stated, the future appears good to us, but it will mean work, hard work to hook business, but if intelligently pursued it will pay dividends, and, after all, isn't work what we are clamoring for? It's healthy, so let's go.

With wishes for your full share of the good things coming to the worker during 1922, I remain,

Very truly yours,

J. J. ANDRE,
E. HENNING, INC.

## EVERY REASON TO REJOICE IN THE PROSPECTS OF BETTER THINGS AHEAD, SAYS L. M. PRESTON

CHICAGO, ILL., December 14, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Acknowledging your letter requesting a resumé of conditions, and our views on the immediate future of the cooperage industry.

Unfortunately, general business has been undergoing a radical readjustment, though we think that now it is definitely and steadily improving, and any opinion we might express on our industry specifically is founded on that conviction. The year 1921 has been disappointing in volume and values, but with wages, supplies and raw materials again pretty well stabilized we are able to look forward to the year 1922 with renewed hope and confidence.

The demand for both stock and barrels has increased appreciably during the last 90 days. Prices have recovered somewhat from the ruinous level reached during the spring and summer, and, altogether, we feel we have every reason to rejoice in the prospects of better things ahead.

With best wishes for the New Year, I am

Yours very truly,

L. M. PRESTON, *Vice-President*,
J. D. HOLLINGSHEAD CO

## DECEMBER WAS BANNER MONTH OF 1921 FOR SLACK COOPERAGE TRADE—1922 PROMISES DECIDED BUSINESS IMPROVEMENT, SAYS C. W. VAN AKEN

NEW YORK, December 29, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Looking at it from all angles, December is the best month that the slack cooperage business has seen this year. A decidedly optimistic feeling exists, both at the manufacturing and consuming ends of the line. The sections of the country where this year apples were expected and none found, are promising a good crop for next year. The reports that are being received from those sections indicate that the trees are in splendid condition and that, barring accidents, the fruit business of 1922 will be a decided improvement over that of 1921.

Because of the bright prospects in the fruit business, many of the apple barrel manufacturers have been buying more or less cooperage and arranging to make barrels during the winter and spring, in anticipation of the coming crop. Then, too, in some localities where last fall apples were put in storage in baskets, it has been found that the apples are not keeping well in that kind of a retainer, prompting a repacking of the apples in barrels as they are taken from the cold storage. This, coupled with the anticipation of a good 1922 crop, has contributed largely to make December the banner month of 1921 as it applies to the cooperage industry.

Various other lines of business using slack cooperage are more active now than they have been, but in those lines there is still plenty of chance for improvement. The feeling in these lines, however, is optimistic, and that feeling helps materially to improve any business. Therefore, we are going into 1922 with a feeling that it is going to be a decided improvement over the year that is just closing—1921.

Yours very truly,

C. M. VAN AKEN, *Pres.*,
C. M. VAN AKEN COOPERAGE CO.

## STABILIZATION OF PRICES, WITH A FAIR MARGIN OF PROFIT FOR ALL, WILL YIELD PROFITABLE BUSINESS, SAYS C. F. BUCHELE

ST. LOUIS, MO., December 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In our opinion all signs point to a revival of business in 1922 on slack barrel material. We believe there is a pretty clear conviction now on the part of both producers and consumers that for business to attain any reasonable degree of volume or permanency, that not only prices must be more stable than for months past, but that a fair margin of profit must accrue to both parties. We need each other, and the first step, in our judgment, to make our ways easier, is to make it possible to plan ahead. Without a stabilization of prices this seems to be almost impossible. Prices now in effect will permit the manufacturer a small return on his investment. If they were any lower this would be utterly impossible. There seems to be a real, wholehearted desire on the part of both factors to maintain this adjustment. Students of psychology tell us that if the desire is strong enough the result will be accomplished. If this is a fact, may we not sincerely look for real, tangible results?

The past three months have witnessed much improvement, both in volume of consumption and price of the material. We believe that the present consumption is about on a parity with production, and this, together with the fact that practically all those in the industry are persevering along sane and conservative lines, should be indicative of much improvement.

We are starting our New Year's advertising campaign in the January issue of the JOURNAL—your Business Prosperity and Trade Revival number—and we hope that your worthy publication will experience a wonderful year during 1922. We also want to take this opportunity of thanking you for your many past favors. Wishing the JOURNAL and its entire staff a very happy and prosperous New Year, we are,

Yours very truly,

C. F. BUCHELE,
GIDEON-ANDERSON COMPANY.

## ALL LINES OF BUSINESS ARE COMMENCING TO SHOW SIGNS OF LIFE AND INCREASED TRADE CAN BE LOOKED FOR, SAYS E. M. HOLLAND

GRAND RAPIDS, MICH., December 14, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

For the JOURNAL'S 1922 annual there is one thing we think we are safe in saying, and that is that we do not believe we will have the capacity to take care of the demand for our stock next year, for the following reasons:

First, cooperage stock in the slack barrel line is almost depleted on account of the mills having either curtailed or shut down. Secondly, the stocks on hand which were bought at the old market, when depression hit the country, have been used; and, third, all lines of business are commencing to show signs of life, which means an increased demand. We do not believe that the mills will be able to take care of the business that will be offered after the first of March. We look for very stiff prices during the new year as a result.

Yours very truly,

E. M. HOLLAND, *President*,
CROZED STAVE CORPORATION.

## 1922 WILL DEVELOP INTO A PRACTICALLY NORMAL AND HEALTHY BUSINESS YEAR, SAYS PRESIDENT E. P. VOLL

ST. LOUIS, MO., December 17, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In so far as *production* of slack cooperage stock is concerned for the present, and the near future, the prospects are quite gloomy.

It has been a physical impossibility to operate mills at more than 40 per cent. capacity, and with the extremely wet season coming on, I doubt that even this low percentage can be obtained from now until the 1st of May.

The consumption of cooperage I would judge to be between 50 and 60 per cent. of normal, with indications of an increased consumption. Therefore, we are confronted with the possibility, if not probability, of an actual shortage of material during the early part of 1922.

In making the above statements I am not trying to present a pessimistic view, because I am firmly convinced that 1922 will develop into a practically normal and healthy business year—a year where the consumer, the middle man, and the producer will have the full thought of understanding that each one of the three is entitled to a legitimate profit in their respective business operations.

Slack cooperage stock producers are going to use their best efforts to produce "quality" stock and to keep their costs as low as living conditions will permit, and last, but not least, are and will be thoroughly satisfied with a smaller margin of profit.

If the consumer and cooper will do the same thing, it will have the immediate and lasting effect of stabilizing the values of the entire industry—a condition that is much desired.

I sincerely trust that whosoever may read this letter will pledge himself to work on the "live and let live" basis for 1922, and if they do, we will all be prosperous and happy when the next holiday season arrives.

Sincerely yours,

E. P. VOLL, *President*,
VOLL COOPERAGE CO.

## PROSPERITY IS ON ITS WAY, MOVING GLACIER-LIKE TO COVER AN IMMENSE AREA, SAYS A. B. STRUTHERS

DETROIT, MICH., December 15, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

I take it from the spirit and brightness of your letter that the special Business Prosperity and Trade Revival Number of the COOPERS' JOURNAL is to be of distinctively optimistic character which will radiate the hope of business prosperity and trade revival in 1922, which purpose is in itself most commendable, and none can be more radiant of sincerity, courage, health and happiness to the cooperage industry than THE NATIONAL COOPERS' JOURNAL.

THE optimism is synonymous with faith—faith in America and the Human Race, that they will finally adjust themselves to the great, inexorable laws, the operation of which we all, like pygmies, have futilely attempted to stay. Prosperity is on its way, moving glacier-like to cover an immense area.

The younger generation of business men who have known only the inflated prosperity of the past fifteen years will not know prosperity when it comes. It will be so tame, yet so elusive. Opportunities will come and pass like the wind—unnoted. No more easy money or large profits, except on a long, hard pull, with foresight, with patience, perseverance and plodding. To say that the buoyant, temperamental optimist will be satisfied with 1922 would be misleading. Any prosperity we may have in the next five or ten years will, we believe, be based on such safe and sound foundation that it will appear like hard times to those who are expecting a return of a feverish boom of inflation.

Sincerely yours,

A. B. STRUTHERS, *President*,
STRUTHERS-ZIEGLER COOPERAGE CO.



## THE WOODEN BARREL, PROPERLY CONSTRUCTED, WILL MAINTAIN ITS SUPREMACY FOR GENERATIONS TO COME, SAYS R. P. GERLACH

CLEVELAND, O., December 22. 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

For the JOURNAL'S special Business Prosperity and Trade Revival Number, issued January, 1922, we believe that a few remarks concerning The Good Old Wooden Barrel will be of interest to your readers.

The barrel, like unto the old oaken bucket, has surely stood the test of time. For two thousand years or more they have been made and used as containers for liquid and other products.

Strange as it may seem, however, the quality of that package has not been generally improved during all of the ages, even after the adoption of machinery in the late "sixties," and at least 50 per cent. of all of the tight barrels and barrel shooks produced today are made in the same old makeshi' manner.

Staves have been jointed with too high a bilge and a uniform bilge and bevel; they have been crozed in barrel form, and barrels smoothed in the lathe. Heads have been jointed hollow, packed with flag or paper, planed upon one side only and circled with a thin 60 degree angle bevel.

As a result, the barrels are liable to leak at the joints between the staves, at joints between the heads, also at the croze. Again, barrels will not be of uniform size in form, nor in capacity; hoops quickly become loose and require redriving; much waste material and labor is also occasioned in replacing staves unnecessarily broken in setting up, due to imperfect jointing and the high bilge so commonly used.

We are pleased to advise that our company is fully prepared to furnish the complete outfit of machinery and equipment necessary for the production of finished cask, barrel, keg and tub shooks, both of the tight and slack variety, from the tree to the finished article, utilizing any strong non-porous timber.

With such equipment the finished shooks may be shipped in the knockdown form over land or over seas, at the lowest possible freight rates; be raised with the aid of a few hand tools at destination, as required by the ultimate consumer, into a perfect article of package, and last but not least, at a cost of production of from 30 to 50 per cent. lower than by the old style barrel and shook-making equipment.

Cheaper and better wood barrels is what the consuming trade is demanding. Why should not the cooperage industry prepare to supply that want?

The steel oil drum has proven the fallacy of the high bilge barrel, and if the good old Wood Barrel is properly constructed, so as to admit of shipping spirits, oils and food products around the world without leakage, it is destined to maintain its supremacy for generations to come. With best of wishes for the New Year, we are.

Yours very truly,

R. P. GERLACH, *President*,
THE PETER GERLACH COMPANY.

## DEVELOPMENT OF DOUGLAS FIR OIL BARREL WILL BRING BACK TO THE SAN FRANCISCO COOPERAGE TRADE A REASONABLE SHARE OF BUSINESS PROSPERITY, SAYS F. J. KOSTER

SAN FRANCISCO, December 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The cooperage trade of San Francisco particularly has suffered through the loss of large scale wine barrel business. This, coupled with the post-war widespread slump, has caused the past year to be anything but prosperous. Other lines have been developed, notably the admirable Douglas fir oil barrel, that will bring back to the cooperage and cooperage stock manufacturers of the Pacific Coast a reasonable share of that prosperity, a definite tendency toward which has already set in.

Confidence, founded upon a determination to make the most of every opportunity to effect the closest economy and highest efficiency, is thoroughly justified, while on the other hand, undue optimism is not warranted. The very worst is undoubtedly past. We have learned that we are an integral part of the world's business, and we cannot escape our share of the burden of world reconstruction. Return to the normal will be gradual and not rapid. We of America should be deeply grateful to our present administration for what it has achieved through the Washington conference towards stabilizing the world's conditions.

I repeat that confidence, and not undue optimism, is justified.

Yours very truly,

F. J. KOSTER, *President*
CALIFORNIA BARREL CO.

## THE OLD LAW OF "SUPPLY AND DEMAND" WILL HAVE TO HELP THE TIGHT STOCK MANUFACTURER, SAYS E. A. PARKER

BENTON, ARK., December 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We believe that conditions governing the manufacture of tight barrel stock are more acute today than has ever been experienced before. While many may be of the opinion that we are going through trials similar to former years, and that in due time a reaction will take place, re-establishing better prices and the confidence experienced in recent years of returning prosperity—which opinion, in my estimation, is the only thing that will sustain the average manufacturer—I, however, believe that conditions confronting us today are more serious than any through which he have heretofore passed. For example, we will take the timber question. Arkansas has led for some time in the production of tight barrel stock, and to the personal knowledge of the writer, practically all of the good timber close to the railroad is exhausted.

In view of the fact that the greater portion of available timber must be transported over country roads from six to fifteen miles, it is quite impossible to manufacture staves to any material advantage.

Our own records pertaining to the present cost of production may be of interest to some of the JOURNAL'S readers, therefore we give below figures which show the approximate cost in detail, as shown by our cost records:

| | |
|---|---|
| Raw material, per cord | $10.00 |
| Freight, per cord | 4.00 |
| Average staves, per cord, 333 1-3 | |
| Initial cost per M staves | $42.00 |
| Cost per M to saw | 5.00 |
| Cost per M to handle | 1.50 |
| Cost per M to joint | 6.00 |
| Cost per M overhead expense | 3.00 |
| | $57.50 |

The present market on KDJ&B white staves (if there be any market) is about $50 per M. With these figures before us, is it fair to even presume safety in replenishing a depleted stock?

Of course, there may be a few manufacturers more favorably situated as to the timber question, thereby enabling them to produce at a smaller cost, but the majority of the manufacturers are facing the difficulties as outlined above, and for that reason are idle today. We know of very few who have made any staves this year, and the consensus of opinion is that until conditions do change, there can be but few staves manufactured.

Our plant has been idle most of the year except in a very limited way. All of our old stock has been sold and the material on hand at present represents that manufactured during the past few weeks. And we might add that our plant will probably cease operation altogether beginning the first of the year, to await some kind of a reaction.

Further evidence as to the cost of raw material is shown by the following figures:

| | |
|---|---|
| Stumpage per cord | $ 2.50 |
| Making, per cord | 2.50 |
| Hauling, per cord | 5.00 |
| | $10.00 |

The earning capacity of men doing this work of logging is also worthy of being taken into account. Two men make, on an average, two cords per day, thereby earning $2.50 each. Granting that one team hauls two loads per day, the hauler is able to earn the small sum of $5.00 per day, if he hauls one-half cord at a load. With these figures before us pertaining to the initial cost of the raw material and the subsequent expense involved in manufacturing, there can be no doubt as to the difficulties confronting tight stock manufacturers at this time.

The writer does not attempt to diagnose the trouble, neither to prescribe a remedy. The old law of "supply and demand" will no doubt have to do the readjustment.

Yours very truly,

E. A. PARKER, *President*,
E. A. PARKER STAVE COMPANY.

## EQUIPPED TO HANDLE A RUN OF TIGHT BARREL ORDERS

WILLIAM A. HAHN, 701 2D STREET, MILWAUKEE, WIS.—I have been manufacturing the cooperage for the Lakeside Distilling Company until 1917, when they discontinued business, and since then my factory has been closed. I sure would like to get started on some tight barrel line. My capacity is 300 barrels a day. I have a large stock of spirit and bourbon staves on hand, but no market.

## C. C. BERRY LAMENTS FAILURE OF COOPERAGE AND COOPERAGE STOCK MANUFACTURERS TO CARRY THROUGH AND PUT INTO REAL ACTION CONSTRUCTIVE AND PROTECTIVE TRADE PROMOTION PLANS

CLEVELAND, December 19, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

An official of one of the big oil companies was recently asked as to the future of the wooden barrel in the oil trade. His comeback was this: "Did a representative of the Wooden Barrel Trade attend the convention of the American Petroleum Institute which was held in Chicago at the Congress Hotel, December 5th to 9th?"

He then described the activities of the steel drum people. Every important manufacturer was on the job during the entire convention, soliciting orders, making friends, and listening to suggestions for bettering their container. He found no evidence, whatever, that wood barrels were still on the map.

This one incident is more eloquent than any essay or sermon in depicting the sad, sad truth about the cooperage situation. Our entire industry seems to be content to stand passively by, while an investment of many millions of dollars, and a trade that has commanded respect for several thousand years, gradually but surely disintegrates. There is no apparent effort anywhere along the line to fight against the many vital dangers that threaten.

For instance, from the standpoint of improved quality and intelligent co-operation with barrel users, there is plenty of talk but no action. The material men are still shipping staves and heading of inferior quality that simply cannot be made into good containers. If a cooper rejects a car or complains about stock that is under grade, the shipper thinks he is being abused, fights for a compromise, and then goes right along making up more of the same poor material. The average mill man seems to be willing to be forced out of business, shows no interest in better cooperage, nor in the exacting requirements of the oil refiner, the meat packer, and the other large users who alone can keep our industry alive or allow it to die.

The barrel manufacturer is equally at fault, both individually and collectively. He keeps on making barrels in the same old way, refuses to investigate complaints or needed improvements and ignores constructive plans for trade extension, for convention activity, or for regaining lost ground. Where the steel drum maker keeps in close touch with their trade and follows aggressive, up-to-date policies in advertising and sales work, the cooper sits around his office waiting for orders to come in.

The coming year, therefore, looks gloomy in the extreme, in the writer's opinion. We have not only the general depression and business readjustment to contend with, but all of these other serious obstacles which are peculiar to our own industry alone, and due entirely to our own shortcomings. There can be but one outcome—demoralized trade, financial loss, and elimination of many inefficient mills and shops—unless there is an immediate revoluntionary awakening.

With kindest regards and best wishes for the New Year,

Very truly yours,

C. C. BERRY, *President*,
THE CLEVELAND COOPERAGE COMPANY

## HAVE BEEN SELLING STOCK RIGHT ALONG, SAYS STEVE LENNON

MONROE, LA., December 23, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

As almost everyone knows, the year 1921 has been about as bad as it could be. We started the year with a big stock of very high-priced material, and we might say that the price has continually gone down during the whole year. However, we have been selling some stock right along, and are getting our stock on the yards whittled down to the point where, if we continue selling, we will soon have to go out and get heading and stave bolts.

From present indications, we do not see that there is any great prospect of a revival in the business, although we feel that it cannot be as bad as it has been, and any change must be for the better.

Yours very truly,

STEVE LENNON, *President*,
ECKHARDT & LENNON CO., INC.

## ALL TOLD, BUSINESS IS GOOD, SAYS ARBOGAST & BASTIAN CO.

ARBOGAST & BASTIAN CO., ALLENTOWN, PA.—We are in the meat packing business and make most of the barrels required. Business in some sections is very good, in other sections fair, and in a smaller section slow, but, all in all, business is good.

### EVEN WITH GOOD BUSINESS CONDITIONS AHEAD, EVERY COOPERAGE MAN MUST MAKE "WORK" HIS SLOGAN IF TRADE IS TO BE HELD AND COMPETITION MET, SAYS J. A. WARNOCK

JERSEY CITY, N. J., December 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

A lifetime's experience in the cooperage line develops one positive fact—and that—the year about to close brings to an end the longest continuous period of business depression that we of this generation have ever known. Conditions succeeding the Civil War may have been as poor, but our friends of that period, lacking such modern conveniences as high costs, tin Lizzies, Volstead Acts, etc., were not so much inconvenienced, at least we hope they were not. In any event, this is sufficient for the pessimistic feature.

It is said that "every cloud has a silver lining," and that it "is darkest before the dawn." Our thought is that the dawn is here and that as the day (year 1922) progresses it will become more manifest. Business will improve without question. In what way it will improve so far as the cooperage line is concerned will be just as we cooperage people make it. Petroleum and chemical industries, both of which are so essential to our line, look exceedingly well. Steel industry does not. There's the rub. How far will our wooden cooperage friends go to meet the steel? Prices must be adjusted to a basis that will permit of active competition. In addition to that, "Quality" and not quantity will have to maintain. We must also realize that even with good business conditions ahead we will have to work. No more of letting "George" do it.

Yours very truly,
J. A. WARNOCK,
J. J. O'CONNOR CO., INC.

### THE STEEL CONTAINER MUST BE RECOGNIZED AS A COMPETITOR, AND FOUGHT BY THE ENTIRE COOPERAGE TRADE, SAYS J. E. HOBAN

CINCINNATI, OHIO, December 17, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

I do not think that anyone will regret the passing of 1921. It just had to come from the inflated conditions of war and post-war times, and now that it is over, we must look forward to the new year with that spirit which has always carried the exceptional men of all times to their goal. And if we profit by the experiences of the year just closing we can make 1922 both a profitable and a noteworthy year for the cooperage industry. True enough there is but small prospects for the immediate opening up of trade on any large scale, but these sudden fluctuations is what has demoralized trade, and it is the steady increase in demand alone that will put business back on a paying basis, and bring the prices of raw materials and the finished products up to where they should be. When this condition exists business is good and no one industry is suffering from excesses of another, and there is no great overproduction with the inevitable waste and losses. A slow, yes, but a steady increase in both supply and demand; a real awakening, and that's all we can hope for during 1922.

The cooperage industry, though, has a special fight all its own. The steel centainer has come to stay and must be recognized as competition at every turn. It is not, however, the unqualified success that its manufacturers would make it out to be, but it must be met fairly and opposed not by the cooper alone, but by the entire industry. Therefore, it is up to everyone in the cooperage trade to arm themselves with all the facts obtainable, and talk up the wooden barrel everywhere, every day, whenever opportunity presents, and not merely at trade meetings or other conventions. The steel barrel, today, is a fad that sooner or later every industry is going to try out, and we must be on the alert and work constantly, taking especial heed that we, ourselves, do not fall for this drum in some form or another. It makes a lot of noise when it rolls and is a great advertiser, and there is nothing like noise and advertising to attract the American public. But ours is not a losing fight, although we have had the whole package field, heretofore, and, having had, now have everything to lose, but if we will work individually and collectively we can keep the wooden barrel—the best container of them all—to the fore.

Yours very truly,
J. E. HOBAN.

### BUSINESS IS IMPROVING

GLUCK BROTHERS, INC., PERTH AMBOY, N. J.—Business is improving. We are in the market for No. 1 oil barrels in carload lots, and will also be in the market for oak kegs, 5 to 30 gallons capacity each.

### CONFIDENCE AND INTELLIGENTLY DIRECTED HARD WORK WILL YIELD SATISFACTORY PROFITS DURING 1922, SAYS HUGH O'DONNELL

PHILADELPHIA, PA., December 23, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

It is indeed a pleasure to me to contribute to your special Business Prosperity and Trade Revival Number my views as to the business outlook for the coming year.

Regarding 1922, I might say that I am an optimist, and I am looking forward to the next twelve months with confidence in the return of normal prosperity. I am convinced that deflation and liquidation are practically accomplished and that the business transacted from now on will be based on the bedrock of sound values. Cooperage, being a package industry, is necessarily dependent upon the prosperity of package-consuming lines, which is but another way of saying that it is dependent upon the activity of general business. Looking at business generally, I am inclined to be cheerful. Our major industries—steel, agriculture, textiles, railways, etc.—are unquestionably on the upward swing, and when the business barometer registers better conditions in what might be termed our fundamental lines, we are morally certain to feel the effects of the improvement in the consumption of barrels.

The two elements that I consider most essential to a successful year in 1922 are confidence and intelligently directed hard work. Competition, both from rival firms within the industry, and from substitute containers without the industry, is bound to be keen, and profits will be close, but I am fixed in the opinion that energetic individual administration of our respective institutions, together with aggressive collective boosting of the good old wooden barrel—backed with the "quality" goods that the consumer has a right to expect—will furnish us enough buyers for our products to close 1922 with a satisfactory profit on our books.

I want to take this opportunity to express to you my high regard for the JOURNAL, and to wish you the many more years of success and prosperity to which your work in and worth to the cooperage industry entitles you.

Very truly yours,
HUGH O'DONNELL,
HUGH O'DONNELL, INC.

### EVERY COOPERAGE MAN CAN MAKE 1922 A PROSPEROUS BUSINESS YEAR FOR HIMSELF AND FOR HIS INDUSTRY, IF HE WILL, SAYS WILLIAM S. GRIER

PHILADELPHIA, PA., December 22, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Few, if any of us, engaged in the cooperage industry regret the exit of 1921. We are all of the one opinion—that it has been here, its low depression and irregularity in marketing our products has been keenly felt and in saying good-bye, we do so happily.

Now, to what may we look forward in 1922? It is within ourselves to protect and further the interests of our industry and if we apply the factors which were so necessary during 1921, namely, our personal supervision, application and close contact with our business, we will be one of the units which will gradually bring about a march toward prosperity.

Not only should we see that everyone in our organization works, but we ourselves should do our share, realizing that if we put the best into our industry the best will come out of it.

Wishing the JOURNAL and all our friends a very Bright, Happy and Prosperous New Year, we are,

Sincerely yours,
WM. S. GRIER, *President*,
FRANKLIN BROKERAGE CO., INC.

### 1922 WILL SEE THINGS IMPROVING, SAYS WILLIAM F. SCHWALB

BROOKLYN, N. Y., December 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Business with us is not so good, trade not yet having fully recovered from its depressed condition. However, we feel that after the close of 1921, and we start in the new year, things must and will, undoubtedly, improve.

There has been an occasional revival of business now and again, during the past year, with the result that competitors would cut prices and kill the goose that lays the golden egg.

Present demand is not what it should be, but when business becomes more normal throughout all the industries that use a wooden container, we believe business will again improve and become profitable for all interested in cooperage.

We extend to you the season's greetings, and remain,

Very truly yours,
WILLIAM F. SCHWALB,
F. SCHWALB'S COOPERAGE.

### NO QUESTION BUT THAT BUSINESS HAS IMPROVED, AND NO REASON WHY IT SHOULD NOT INCREASE, SAYS B. R. COLWELL

NEW YORK, N. Y., December 23, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

So many of the trade propheeies made have proved the fallacy of endeavoring to read our anticipated business conditions for even so short a period as the coming year, that I hesitate to put myself on record as to what my ideas of the future may be.

There is no question, however, but that as a whole, the actual general consumption of cooperage stock is better, and there are no reasons, if prices are kept on the ratio of the differentials upon which cooperage stock was sold in 1913 and 1914 compared to the cost of other containers, why the general consuming volume of cooperage stock should not continue to increase.

Cooperage stock cannot have a consumption in excess of the commodities which use the barrel. Therefore, there is no apparent indication, so far as I can see, of any rush or unexpected shortages to create the abnormal demand for cooperage stock.

We believe that the consumption of cooperage stock during 1922 will exceed that of 1921, and that the prices will be lower than the average price of 1921, due to the saving in production, freight rates, and reduced overhead. There can not, however, be a large volume of business in the way of a firm buying for anticipated needs, due to the fact that from 40 to 50 per cent. of the total investment is in the form of freight.

The tax situation must also be taken into consideration. Taxes apparently are levied with the intent that individual and corporate wealth shall remain as it is. The penalty in taxes apparently wipes out accumulations. In the last two years statistics show the average corporation has paid 75 per cent. of the cash, which it was able to secure as its profits from the abnormal condition prevailing, out in taxes. The natural result is that these businesses are now on a much larger plane than formerly, their investments and assets are tied up in a non-liquid form, and the result is that they cannot secure adequate working cash funds without resorting to expensive financing.

All of these conditions must, therefore, be rectified before permanent business can be done on a basis satisfactory to the average. I will not dispute that during 1922 we most probably will have temporary advances in the prices of cooperage stock, which will most probably be followed by just as drastic declines, but I believe that it will be 1923 before any permanent improvement in our line will be an accomplished fact.

Yours very truly.
B. R. COLWELL, *President*,
COLWELL COOPERAGE CO.

### THE LATTER PART OF 1921 DEVELOPED FAIR TRADE, BUT FULL NORMAL CONDITIONS WILL NOT BE APPARENT UNTIL THE FALL OF 1922. SAYS R. A. CABREY

PHILADELPHIA, PA., December 27, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We are glad to advise that business with us during the latter part of the year has been very fair, but not, however, up to normal.

While not wishing to appear pessimistic, we doubt if the early months of the New Year will bring any radical change in the way of increased business, but we feel normal business will have crept in by fall.

We are glad of the opportunity to contribute to the JOURNAL'S 1922 Annual, and trust the New Year will be a prosperous one for you.

Very truly yours,
R. A. CABREY, *Manager*.
GENERAL COOPERAGE COMPANY.

### LOOKING FORWARD TO INCREASED BUSINESS, SAYS J. L. LANDREVILLE

TORONTO, CANADA, December 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Conditions here have been very quiet for the past year, but we have managed to keep our plant working about 50 per cent. capacity outside of a short shutdown last spring.

We are looking forward to increased business, but from present indications do not expect things will pick up in general before the snow melts.

Wishing you a merry Christmas and bright and prosperous New Year, we are,

Yours very truly.
J. D. LANDREVILLE, *Manager*.
JOS. LANDREVILLE & SONS.

### FLAGGING LINE IS QUIET, SAYS C. L. FRANTZ

C. L. FRANTZ, SENECA FALLS, N. Y.—Reporting as to trade conditions, have to say that things in the flagging line are very quiet just at this time.



### REDUCTION IN FREIGHT RATES WOULD IMMEDIATELY MEAN SOUND REVIVAL OF BUSINESS, SAYS G. I. FRAZIER

NASHVILLE, TENN., December 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

As to our views of business conditions for the New Year, we are frank to say that there can be no doubt that by the New Year's close, general business will have arrived at a substantial basis.

The necessary readjustments have not all taken place as yet, and there are, at least, two big factors that will have to be worked out satisfactorily before normalcy is reached—one is the financial situation of European countries, particularly, and the second is the readjustment of freight rates.

With these two momentous questions settled to a workable basis, general business would quickly readjust accordingly. Capital could be interested in new ventures, and the products of the United States would move at prices which would give all conservative operators a livable margin.

We are frank to say that we are hoping for good news on the railroad situation before many more days have passed, and as soon as this takes place we believe that a sound revival of trade will be immediately noticeable. We, however, believe it is going to take quite a period of time to adjust satisfactorily the foreign situation with regards to exports from this country, and until that is accomplished we hardly believe that the degree of prosperity we are all hoping and working for will be reached.

As to our own manufacturing, we are proceeding very cautiously and conservatively, but are laying our plans in such a way that we will be in shape to take care of whatever new business we are able to secure on a livable basis.

We shall look forward with intense interest to the JOURNAL'S special issue that you are planning to publish in January, for we feel sure that it is going to be a good barometer to work from. Wishing you the compliments of the season, we beg to remain.

Yours very truly,
G. I. FRAZIER, *President*,
G. I. FRAZIER COMPANY.

### COOPERAGE TRADE MUCH IMPROVED AND 1922 GIVES PROMISE OF BEING A MOST PROSPEROUS BUSINESS YEAR, SAYS CARL DE BUSMANN

ST. LOUIS, MO., December 17, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

It is with pleasure we received your letter of December 15th, and we certainly do believe that your Special Business Prosperity and Trade Revival Number will be looked forward to by everyone associated with the cooperage industry with the greatest interest.

We are dealers in second-hand tight cooperage exclusively, and, at the present time, we feel quite optimistic regarding the coming New Year. Business has increased considerably during the last two months, and we believe it will continue right along.

This year has been very hard for everyone in the cooperage industry, and it has hit the second-hand barrel dealers especially hard. In September of 1920 our two plants employed a total of 83 coopers and helpers, but by the time March of 1921 came around we had cut our help down to a total of 7 coopers and helpers.

One of our plants was shut down entirely, and the few employes which we had worked right here, turning out what few orders we did receive, but we have now increased our working force to 30 employes, and at this writing we have enough orders on our books to keep our workers busy for at least a month without getting extra business, and we feel truly grateful for this condition.

It is our opinion that by March of 1922 conditions ought to be back on a good, sound basis where one can again make a little profit. Our losses were very heavy, but we are glad that we can report very much improved conditions to you. The oil barrel market is getting active again. We have also received quite a few large orders from the molasses people.

The packing houses were doing right good, but, as you well know, the strike of the packing house employes has caused a dropping off in the demand for second-hand cooperage suitable for the packing industry.

The vinegar season was rather much of a disappointment, but we made a few good sales on barrels for pickling and also for kraut. So, taking it all around, we are well pleased and we really look towards the year of 1922 with the feeling that it will be one of prosperity and great revival in most lines.

We wish the JOURNAL and all of our good friends a Happy and Prosperous New Year.

Very truly yours,
CARL DE BUSMANN, *Manager*,
BRUECKMANN COOPERAGE CO.

### SIGNS OF AN EARLY REVIVAL IN EXPORT TRADE, SAYS MAX LOWY

NEW ORLEANS, LA., December 20, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In reply to your esteemed letter of recent date, we beg to say that while the export business is still in a state of inactivity there are signs of early revival, and it is quite likely that with the approach of the new year we will see a decided improvement in our foreign trade. In this view we are encouraged by recent events of far-reaching importance, to-wit, the success of the Disarmament Conference, the pending settlements of the Irish and reparations questions, the proposed funding of the allied war debt, the efforts to help Russia to her feet, the pending economic conferences on stability, the spirit of the nations for a better understanding, all of which we see reflected in the steady improvement of the foreign exchange, which is the first and foremost factor in our overseas trade.

The one thing lacking in aid of our domestic cooperage business is a modification of the eighteenth amendment, permitting the sale of light wines and beer, but the day seems not very far off when even this will be accomplished.

All in all, we can face the future with confidence and in the firm belief that better days will soon be coming.

With kindest regards and best wishes for the continued success of the JOURNAL, I am,

Yours very truly,
MAX LOWY, *President*,
The Kern Company, Ltd.

### ARE FIGURING ON A NICE VOLUME OF BUSINESS DURING 1922, SAYS THOMAS A. WALSH

PITTSBURGH, PA., December 17, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Business with us at present is fair. While the past year has not been a very good one, the last two or three months have shown a decided improvement. The outlook for 1922 is favorable. We have more business booked for January delivery than is usual at this particular time.

We are not looking for any rush of business, but we are figuring on a nice volume of business for the coming year.

Yours very truly,
THOS. A. WALSH, *Pres.*,
MORRIS WALSH SONS.

### LINSEED OIL TRADE WILL PROBABLY CONTINUE ON LARGE SCALE, SAYS ARCHER-DANIELS LINSEED COMPANY

MINNEAPOLIS, MINN., December 16, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Reporting as to trade conditions, will say the demand for linseed oil, cake and meal is remarkably good, considering the depressed times we are going through.

A great deal of foreign oil is coming to this country on account of the inequalities of the present tariff, but linseed oil is cheap and the demand will probably continue on a large scale.

Very truly yours,
ARCHER-DANIELS LINSEED CO

### OUTLOOK FOR THE NEXT TWO OR THREE MONTHS IS VERY GOOD

A. B. HARTZ, WAVERLY, VA.—Trade with us is good at the present time, and we think the outlook for the next two or three months is very good. Best wishes for a Happy and Prosperous New Year.

### PRESENT BUSINESS GOOD—EXPECTS FUTURE TO SHOW STEADY IMPROVEMENT

BERRY & LUCAS, WINCHESTER, VA.—Business has been good with us, and we are expecting better times in the near future. We have several contracts closed for the coming year.

### LOOKS FOR BUSINESS REVIVAL EARLY IN 1922

MR. M. GOLDMAN, MINNEAPOLIS, MINN.—Business has been good until December 15th, but now it is slackening down. As I think, and as many big business men also think, business will revive early in January, 1922.

### BUSINESS GOOD—FUTURE PROMISING

ENTERPRISE COOPERAGE, PHILADELPHIA, PA.—Reporting as to trade with us, want to say that business at the present time is very good, and the future looks promising.

### PRESENT BUSINESS IS FAIR IN BARREL, TUB AND CISTERN LINE

WM. FISCHER, UTICA, N. Y.—My business is fair. I am a dealer in barrels of all kinds, and also any kind of repairing that is required in barrels, tubs or cisterns.

### SLACK STOCK DEMAND HAS INCREASED OVER 100 PER CENT. IN LAST 60 DAYS, SAYS W. K. NOBLE

W. K. NOBLE, FORT WAYNE, IND.—I am very optimistic over the demand for cooperage stock, as the demand is improving very fast, in fact, the demand has increased over 100 per cent. in the last sixty days, and the prices are improving as the demand increases, so that the manufacturers can just about play even. Hoops especially have been selling below cost, and the hoop manufacturer is not in existence that can make and sell 6' 0" hoops at less than $15 per thousand F. O. B. at point of manufacture and not lose any money. In many different States manufacture is low, and with the wet season about due, it seems that stock prices will keep on increasing.

### ARE PREPARING FOR GOOD SPRING BUSINESS

PITTSBURGH BARREL & COOPERAGE CO., PITTSBURGH, PA.—We are opening a plant at Neville Island for the preparing of empty barrels ready for use. This is in addition to the plant we have at 22d and Smallman Streets, Pittsburgh. We expect to have this new plant running early in January, 1922. We expect to be busy with certain contracts on buying and selling, which we have already made, and several others we have in view, and hope to have a good business by spring.

### ALL INDICATIONS POINT TO A BANNER YEAR

GRAND RAPIDS BARREL CO., GRAND RAPIDS, MICH.—All indications in these parts point to a banner year. In spite of the fact that the cooperage industry has been stagnant for the better part of the past year, we are very optimistic for the future. The mills are now asking for contracts for the future, and we think that this is a very good sign. There is no doubt that with the lowering of the freight rate that we will again be able to compete with Eastern jobbers as heretofore. We want to take this opportunity of wishing the season's greeting to the JOURNAL and to all our friends, and look forward to early connections.

### EXPECTS BUSINESS TO REVIVE AFTER JANUARY FIRST

MENASHA WOODENWARE CO., J. A. SCHMEREIN, SEC'Y., MENASHA, WIS.—Just at the present time business has fallen off somewhat. We expect a revival, however, after the first of the year.

### LOOKS FOR GOOD HOOP TRADE IN 1922

ARKANSAS HOOP & LUMBER CO., WYNNE, ARK.—This mill has just recently changed hands, and as the writer has been out of the hoop business since 1918, do not know just how business is going to be in the near future, but think it is going to be pretty good.

### LOOKS FOR CONTINUAL TRADE IMPROVEMENT

J. F. FERGUSON, NORFOLK, VA.—Business has been fairly good with me for the past 60 days, and now that tight cooperage is moving I expect to see a continued improvement right on. Best wishes for a most happy and prosperous New Year.

### LOOK TO 1922 FOR BETTER THINGS

JOHN HEMPSTEAD, WATERFORD, N. Y.—Business is very quiet at present, but I think that after the first of the New Year things will be better. Right now I am getting some inquiries about oil barrels and other barrels.

### LOOKS FOR A GOOD RUN OF BUSINESS

JOHN HAYNE, SARNIA, ONT.—I am finding a very decided improvement in demand for slack cooperage during the past few weeks, and I look for a very good run of business with the approach of spring. Prices have hardly advanced enough yet to show any reasonable profit to the mill man, but I believe this condition will change before long. I intend stocking just one mill this winter.

### POTTERY CASK-MAKERS CAN LOOK FOR GOOD BUSINESS IN 1922

Reports from East Liverpool, Ohio, the home of large pottery interests, are to the effect that orders for porcelain and kindred products are accumulating in volume. Some porcelain concerns are sold up to capacity production for the next six months, while others report enough business in sight to insure steady operation throughout 1922.

Pottery and glass manufacturers will exhibit a full line of their wares at an exposition in Pittsburgh in January, and in February they will move the show to Chicago. These expositions are expected to result in considerable new business. Activity in this industry is an item of interest to the slack branch of the cooperage trade, inasmuch as it means increased consumption of slack containers.

# THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1895, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, JANUARY, 1922 No. 7

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**John Connolly, Inc., Hoboken, N. J.**
**Illinois Cooperage Mfg. Co., Chicago, Ill.**
**Fields-Latta Stave Company, Dyersburg, Tenn.**
**R. E. Traver, Montezuma, N. Y.**

### THE BEGINNING OF A NEW ERA

To the whole world, whether sensed by all or not, the coming of 1922 marks not only the start of a New Year, but the beginning of a New Era, the complete significance of which present tending events but dimly foreshadow. What the new future holds for the world as a collective whole, for nations as individual units and for each and every one as human entities, no matter what their walk in life, is so vast in its possibilities, so wonderful in the advancement already begun and so enthralling in contemplation of the progress actually to be made as time moves on, that it would be impossible for any, no matter how gifted, to even attempt to forecast. And this is as it should be—since the unfolding good of mankind has ever been, and will ever be, of slow growth, the greatest of blessings, in consequence, shaping themselves almost unnoted and arriving with little or no heralding.

But this we do know—the New Year is here and it is the consensus of expert and intelligently tempered opinion from all lines of industry, cooperage included, that 1922 will present to the trade and business world, opportunities never before offered, and such opportunities as will test the metal of every man, concern and organization, yielding to each and every one in just and profitable proportion to the efforts exerted to secure business and the methods employed in rendering service.

Out of the cauldron of the war years and the chaos and turmoil of the readjustment period, which readjustment period reached its climax in 1921, have come many things of real "gold" value, the full worth of which, it is the JOURNAL'S firm belief, will be splendidly revealed during the New Year which now lies ahead of us. And in no line of trade do we find these new business values more impressively revealed than in the wooden barrel manufacturing trade. We have a deep sense of confidence that our trade, the cooperage industry, in the welfare of which trade the whole of our thought and interest is unswervingly centered, will build into the future the wonderful trade success and business prosperity that each and every member of the cooperage industry can enjoy if they will but hold to the lessons which the past has taught in the matter of boosting the wooden barrel, and maintaining trade integrity, so far as "quality" manufacture of stock and barrels is concerned; making a resolution now, and holding firmly and steadily to it from this time forward, that these two practices shall head the list of business sentinels posted along the trade course of the cooperage industry during 1922. There are other business practices that will contribute to the profits that the new year will yield, but none to compare in importance or benefit with these two. 1922 is with us. Let us all, therefore, of the cooperage industry, work together to make it a year distinctly worth while in every respect.

**A Happy And Prosperous New Year**

**Whatsoever ye would that men should do unto you do ye even so unto them.**

**To One And All**

### LET'S BE THANKFUL

There is no leaven that uplifts like thankfulness, nor a stimulus that adjusts the vision to proper focus as does cheerfulness, and, taken together, the happy possessor and generous user of these twin virtues has not only a working formula that is unfailing in its power to make easy and successful the path ahead, but a law that will withstand all challenge when it comes to achieving results, no matter in what line or to what end one may be directing their efforts.

For we, of the cooperage industry, to be thankful for the good, whether much or little, that has come to us during the past year, is to acknowledge the courage and perseverance that has carried all of us safely through the past trying twelve months, while to be cheerful—and the larger part of the cooperage trade is that—is evidence of a confidence in the future to yield us what we all feel, by sustained effort and unflagging work, we can attain.

Right now we are facing the New Year 1922, but under vastly different conditions than those which prevailed at the opening of 1921. Trade is improving generally, not only in cooperage lines, but in every one of our basic industries; the economic readjustment of the country is now practically complete; freight rates will unquestionably be reduced within the next few months; the consuming public is replenishing depleted stocks to bring them up to normal proportions; all of which has had a stimulating effect upon our business morale, with the resultant consequence that every line of manufacture and business concern is facing a New Year that is BIG with promise.

No industry faces the New Year with more encouraging prospects than does the cooperage industry, for, regardless of the immediate efforts necessary to overcome and stamp out the substitute menace, and the work that lies ahead for the recovering of lost barrel trade and the extending of the cooperage and cooperage stock manufacturers' business into new fields, the cooperage industry is inherently big and capable enough, if each and every member will do their best, and their full share of the work, not only to handle satisfactorily any and all trade problems that the new year presents, but the JOURNAL has implicit faith that our industry will work during the coming year in such a way as will reflect additional credit upon the wooden barrel trade at the same time increased profits are entered in its business ledgers. Therefore, let us throw into gear at once the motion-producing lever "Work," real work, hard work, steady and continuous work, and, doing this, we will surely count our gains at the close of 1922.

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With the abolition of the 8 per cent. transportation tax, effective January 1, 1922, was brought to an end what was, virtually, a tax on human activity.

### PLAYING FAIR WITH YOURSELF, YOUR BUSINESS AND YOUR TRADE

At the semi-annual meeting of The Associated Cooperage Industries of America, held at Atlantic City, November last there were adopted by both the tight and slack cooperage and cooperage stock groups, trade extension plans, which plans call for the engaging of a thoroughly competent Field Man, whose duty it shall be to personally boost the interests of the wooden barrel at every convention of package-consuming industries, no matter when or where such conventions shall be held, and, judging from the "open" and frankly caustic remark recently made by a leading member of an important package-using line, the trade extension plans of The Associated Cooperage Industries of America were not only adopted at just the right time, but, what is more important yet, the quicker the Wooden Barrel's Field Man goes into real working action the better for the trade prestige and business life of the cooperage industry.

There is no virtue in lamenting over the evils of substitute competition; neither is there trade respect nor business dignity in crying over losses that are purely the outcome of persistent business inertia, trade lethargy and gross financial hesitancy. There is not a single member within the ranks of the cooperage trade who can truthfully say that the industry, as a whole, cannot afford to stage a fight for its trade package that will not only show the real caliber of the cooperage and cooperage stock manufacturing trade, tight and slack, but one that would make every intruding substitute take to the "tall timbers"—figuratively speaking—if they would.

The Trade Extension plans as adopted at Atlantic City should be inaugurated at once and the Field Man put to work immediately. To longer delay will court greater loss than has so far been experienced, for the simple reason that all lines of package users, noting the activities of the substitute men, and knowing that they, themselves, have to keep moving in order to stay in the running, are growing impatient of the wooden barrel man's loafing on the "publicity" job and still expecting trade. What a sad commentary on so wonderful an industry as cooperage—on so Perfect a Package as the Wooden Barrel that either the industry or the wooden barrel should "beg" trade instead of "commanding" it on package merit and trade progressiveness. Read the opening paragraph of C. C. Berry's letter in our Business Forum Department of this issue and then decide to play fair with yourself, with your business and with your trade.

Get the Wooden Barrel's Field Man out.

### COOPERAGE EXPORTERS SHOULD ACQUAINT THEMSELVES WITH NEW BILL OF LADING

At a general session of the Interstate Commerce Commission held at its office in Washington, D. C., October 21, 1921, an order was issued, released for publication December 2, 1921, and going into effect on or before February 15, 1922, providing for a uniform export bill of lading to be used by common carriers, subject to the jurisdiction of the Commission, in connection with ocean carriers whose vessels are registered under the laws of the United States. Beginning on the date mentioned, all common carriers will discontinue the use of various through export bills of lading hitherto used. Transportation companies are ordered to comply with the new regulations on not less than five days' notice to the Commission and to the general public by filing and posting tariffs in the manner prescribed in the Interstate Commerce Act.

The new through export bill of lading relates to transportation of property from points within the United States to points in non-adjacent foreign countries. In form it is suited for filling in on an ordinary typewriter. It is marked "Uniform Through Export Bill of Lading." The contract terms and conditions are printed on its face. Part I recites the clauses valid with respect to the service until delivery in the port of shipment. Part II contains clauses defining the service from delivery in port of shipment until delivery in port nearest to point of destination. Part III deals with the service from arrival at port nearest to point of destination until arrival at ultimate destination.

The Commission, in its report accompanying the new bill of lading, notes its limitations of jurisdiction over the ocean carriers in respect to Parts II and III, but states that the general provisions and rules contained in bills of lading used by common carriers at the present time in relation to transportation of property to non-adjacent foreign countries will be considered unreasonable in so far as they differ from the uniform through export bill of lading. Parts II and III of the new form are an approved modification of clauses of similar tenor submitted to the Commission by the Uniform Bill of Lading Committee. (Document No. 4844.)




# 1922

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***Let us co-operate with you to secure these results***

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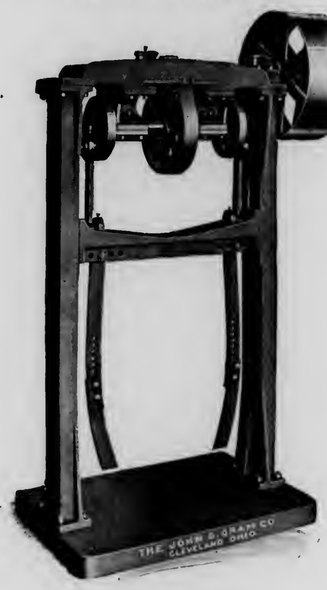

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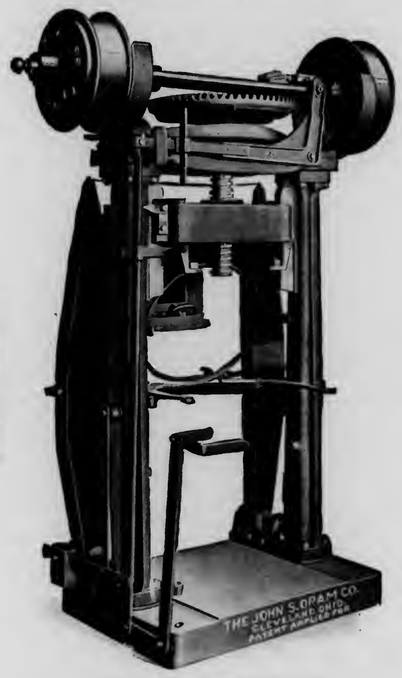

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# The Gideon Cooperage Co.

desires to announce that on January 1st, 1922, its name was changed to the

# Gideon-Anderson Co.

which is a consolidation of the present GIDEON-ANDERSON LUMBER & MERCANTILE CO. and THE GIDEON COOPERAGE CO., both companies having hitherto been owned and operated by the same personnel. This merger, we feel, will make for greater efficiency and better service to our patrons.

Our organization being a large producer of HARDWOOD LUMBER as well as of SLACK BARREL MATERIAL, will be in a splendid position to handle both.

**Straight and Mixed Cars of High Quality Slack Barrel Staves, Hoops and Heading and Hardwood Lumber**

We thank all those who have so generously contributed to our growth in the past, and hope to merit your continued and valuable patronage.

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We Manufacture **Tight Barrel Staves**

Kiln-dried, Jointed and Bundled

THE KIND YOU WANT

FIVE ARKANSAS MILLS—BENTON, CARTHAGE, FULTON, LAWSON AND HASKELLS

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."



### IN THE MATTER OF REGULATIONS FOR THE TRANSPORTATION OF DANGEROUS ARTICLES

At a session of the Interstate Commerce Commission, Division 5, held at its office in Washington, D. C., on the eighth day of December, A. D. 1921.—Order No. 3666.

The matter of regulations for the transportation by freight of dangerous articles being under further consideration, and good cause appearing therefor;

*It is ordered*, That paragraph 1895, of the aforesaid regulations be, and it is hereby, amended to read as follows, effective December 15, 1921:

1895. (a) Empty cylinders, barrels, kegs, or drums, previously used for the shipment of an inflammable, poisonous, or corrosive gas or liquid, must have their filling and vent holes properly closed. They should be loaded in open or stock cars when practicable. Labels are not required on such packages, and cars should not be placarded, but lighted lanterns or other open-flame lights should be kept away.

(b) Carboys previously used for the shipment of corrosive liquids, when presented to carriers for transportation in carload or less-than-carload shipments as "Empty Carboys," must be thoroughly drained. Whenever practicable, they should not be loaded in cars containing valuable or perishable freight.

(c) Empty bottles previously used for the shipment of nitric acid or nitric-acid mixtures should be securely stoppered.

By the Commission: Division 5.

GEORGE B. MCGINTY,
(Seal) *Secretary.*

### ANNOUNCE FREIGHT RATE REDUCTIONS

Transcontinental railroads have announced a cut of 16½ cents a hundred on lumber freight rates from Spokane to New York territory. The announcement includes a general reduction on all lumber rates from the Pacific Coast territory to points east of Chicago.

Under the new rates, Spokane is given an advantage of 3 cents under the coast rates to the Eastern markets.

The new schedule is based on a 90-cent rate from the Pacific Coast to trunk line territory to the East and the New England States. The new rate from Spokane to New York is 82 cents a hundred.

At the traffic department of the Great Northern it was said the new rates would bring a saving of practically $80 a car on lumber to New York, $25 to $35 on lumber to Buffalo, and from $10 to $20 a car to Detroit.

### VAIL-DONALDSON CO. INCORPORATED

An event of real interest to the cooperage industry occurred recently in the incorporation of the Vail-Donaldson Company with headquarters in St. Louis, Mo. The new company, which is a reorganization of the Vail Cooperage Company and subsidiary interests, formerly administered from Fort Wayne, Indiana, has taken over the Southern holdings of The Vail Cooperage Company, and under the direction of J. W. Donaldson will engage in the manufacture of cooperage stock and hardwood lumber. Executive offices have been opened at 818 and 819 Holland Building, St. Louis, from which address the affairs of the newly incorporated company will be conducted. Mr. Donaldson, who will give his personal attention to the management of the company, needs no introduction to the trade, inasmuch as his many years' association with the Vail Cooperage Company has made him a familiar figure in the industry. The JOURNAL feels safe in predicting that the same energy, aggressiveness and ability that Mr. Donaldson has ever exhibited since his connection with the cooperage trade will be directed to the end of increasing and extending the business success of the Vail-Donaldson Company by specialized service to the company's particular line of trade.

### ONE OF THE COOPERAGE INDUSTRY'S RICHEST CUSTOMERS IS THE PETROLEUM TRADE

The petroleum refining industry represents an estimated investment of between $1,500,000,000 and $2,000,000,000, says the Ohio Gas and Oil Men's Journal. Last year there were produced nearly 20,000,000,000 gallons of petroleum products valued at about $3,000,000,000. Cooperage gets a fair proportion of the annual petroleum earnings.

### STAVE BUSINESS BRISK AT WALNUT RIDGE, ARKANSAS

Reports from Walnut Ridge, Arkansas, are to the effect that the stave business in that particular section is enjoying something of a boom. The Wrape Stave Company's plant is running at full capacity and will continue to do so throughout the winter if sufficient timber can be secured. Approximately 30 teams are now in use in the logging operations of the company.

### HEARINGS ON THE UNITED STATES RAILROAD RATE SITUATION

A hearing was held in Washington, beginning December 14, 1921, in which the whole question of railway rates and fares was considered, to determine what will constitute a fair return from and after March 1, 1922, under Section 15a (3) of the Interstate Commerce Act. The inquiry, held by an order of the Interstate Commerce Commission dated November 28, was a sweeping one and included an exhaustive discussion of the territorial rate structures, as well as the rates on specified commodities and descriptions of traffic. Under the latter heading it is probable that import and export rates will later be considered, and the whole proceeding may thus have a far-reaching effect on our foreign commerce. Many claim that the present level of rates hampers the export of some commodities. If there is a general downward revision of rates or an establishment of favorable export rates, foreign trade should be stimulated.

During the period December 14th to 21st the respondent carriers submitted their case. Hearings will be resumed on January 9, 1922, and will be continued until adequate opportunity has been given to all concerned to present such matters before the Commission. The purpose of the hearing is to elicit facts. Relationships between particular points under existing rates will not be taken up.

Among the questions to be discussed at the hearing are the following:

1. Are the present rates reasonable in the aggregate, either in the country as a whole or in the several territorial rate groups? Are the rates on specified commodities or descriptions of traffic, including passenger, reasonable? If not, to what extent are they unreasonable?

2. To what extent are the respondents realizing the return contemplated by Section 15a of the Interstate Commerce Act, and what are the prospects for the future?

3. To what extent have operating expenses been reduced since August 31, 1920?

4. (a) How do fuel contracts and costs now current compare with those in effect on August 31, 1920? When do such contracts expire? To what extent are contract prices conditioned on wage scales? What part of the cost of fuel is for transportation?

(b) The same question as to locomotives, cars, rails, ties, and other materials and supplies.

5. To what extent have rates been (a) further increased and (b) reduced since the general increase of 1920?

6. (a) What increase in gross and net operating revenues, absolutely and on a percentage basis, has resulted from the increases authorized in Ex Parte 74?

(b) What decrease in gross and net operating revenues (1) has resulted and (2) may be expected to result from reduced rates which have become effective since August 25, 1920?

(c) What changes have there been in the volume of traffic since August 31, 1920, and what are the prospects for the future? What has been the effect of rate changes upon the volume of traffic since that date?

7. What readjustments, if any, following *Increased Rates, 1920*, have not been, but should be, effected?

8. To what extent, if any, has maintenance of road and equipment been curtailed since August 31, 1920? What is the present condition of road and equipment?

9. What amounts have been expended since August 31, 1920, for additions and betterments, including equipment, which, under the prescribed accounting system, are chargeable to capital account? What amounts are needed or will be needed in the immediate future for such expenditures, in the public interest, based (a) on present volume of traffic and (b) on volume of traffic under normal conditions?

10. What are the relative degrees of profitableness of the freight and passenger services, respectively?

11. To what extent can net income be increased by enhanced economy and efficiency in management?

12. If rates are found to be unreasonable in the aggregate in the country as a whole or in one or more territorial rate groups, (a) should a general reduction in all rates be required, or (b) should readjustment be required in the rates on specified commodities or descriptions of traffic?

If rates are found to be reasonable in the aggregate, but unreasonable on specified commodities or descriptions of traffic, what readjustment should be required?

13. What should be the rate of return after March 1, 1922?

### STOCKYARD STRIKE AFFECTS CHICAGO

HELLMUTH COOPERAGE CO., CHICAGO, ILL.—Business is very quiet with us, owing to the stockyard strike. However, we look for an improvement in the near future.

## WANTS IN COOPERAGE LINES

*Sodus Fruit Growers' Association, Sodus, Mich., is in the market for quotations on apple barrels.*

*Sperry Flour Co., Ogden, Utah, is in the market for quotations on standard flour barrels in carload lots.*

*John Connolly, Inc., 613 Jackson Street, Hoboken, N. J., is always in the market for 200-pound G. I. pork barrels.*

*Berry & Lucas, Winchester, Va., is in the market to receive quotations on steel pressed pulleys and Condor belting.*

*George W. Smith, Robersonville, N. C., is in the market to correspond with manufacturers of pork barrels and kegs.*

*Empire Barrel Company, 1925 Clinton Street, Detroit, Mich., is in the market for tight barrel heading as well as tight barrels.*

*John Hayne, Imperial Bldg., Sarnia, Ont., is in the market for one car of tongued and grooved 30-inch slack barrel staves, mill run grade.*

*L. Mundet & Son, Inc., South Eleventh and Berry Streets, Brooklyn, N. Y., are in the market for 54-55-gallon beer casks in knocked-down form.*

*Gluck Brothers, Inc., Perth Amboy, N. J., is in the market for No. 1 oil barrels in carload lots, and also in the market for oak kegs, 5 to 30 gallons capacity.*

### B. E. JACOBS RECOVERING FROM ILLNESS

Burleigh E. Jacobs, of Milwaukee, treasurer of The K. W. Jacobs Cooperage Company, is reported as at his desk after an indisposition of considerable severity. Mr. Jacobs' host of friends will be glad to learn that the threatened breakdown of the energetic, hustling militant chairman of the Slack Coopers' Group of the Association, did not materialize, and that he is well on his way to the regaining of his characteristic "pep."

### GIDEON COOPERAGE COMPANY MERGES AND CHANGES NAME

A merger of considerable interest to the trade was consummated recently in St. Louis when the Gideon Cooperage Company and the Gideon-Anderson Lumber and Mercantile Company were reorganized and incorporated under the name of the Gideon-Anderson Company. Both companies will be materially benefited by the merger in the centralization of authority, the combining of all respective office organizations, and the joining of interests that can better be served as a unit than as two separate entities.

The new corporation will be administered from the plant at Second and Angelica Streets, St. Louis, which was acquired early last fall and which was rebuilt as a modern yard for the handling of cooperage stock and hardwood lumber.

Mr. W. P. Anderson will be the active head of the Gideon-Anderson Company, and the JOURNAL feels that the same genius which built up the respective businesses of the Gideon Cooperage Company and the Gideon-Anderson Lumber and Mercantile Company will go far to assure the success and prosperity of the newly launched Gideon-Anderson Company.

### HUGE NEW CEMENT PLANT FOR BAY CITY

The Aetna Portland Cement Company has announced plans for the erection of what is designed to be the largest cement plant in the world. The new plant will be built at Bay City, Michigan. Preliminary surveys have been completed and construction will be well under way by spring.

### J. D. HOLLINGSHEAD COMPANY MOVES TO NEW HEADQUARTERS

Announcement has been made of the removal of the executive offices of the J. D. Hollingshead Company from 208 South La Salle Street, Chicago, to their recently purchased new headquarters at 167 East Chicago Avenue. The present offices are located in the heart of the business district that is growing on the "north side," and are in every way splendidly suited to house the official family of the Hollingshead Company. The former offices down in the "loop" were gradually outgrown by this expanding organization, and as it became necessary to seek larger quarters the company purchased the premises on East Chicago Avenue, which was remodeled to meet their requirements. The building is devoted exclusively to the offices of the company and in location, structure and appointments is admirably suited to the use for which it was acquired.

# Louisville Reports Cooperage Men Have Faith In 1922—Export Outlook More Encouraging

The history of the cooperage trade in Louisville for the year 1921 is not one that will be remembered with many ronsing cheers. There was a short period of activity and advancing prices in the early fall, but for the better part of the year it was a case of slumping markets, taking heavy losses on stock in hand and selling barrels at any kind of a price to get business. The slack trade, as a whole, has probably fared better than the tight trade.

The close of December finds the cooperage trade dull, as is usual at inventory period, but this year the dullness has been more pronounced, as it started at least sixty days prior to the inventory period. There are several causes for the dullness in tight cooperage, principal of which is prohibition and lack of export demand. Freight rates are also having their effect, as cooperage mills are not buying staves or heading very far ahead with business dull and a general belief that lower freight rates are in prospect. Consumers of barrels are in much the same fix.

### Inventory Period Blamed for Light Buying

Although prices have been reduced to about a normal level in the cooperage industry, the consumers apparently figure that the cooperage trade is not yet down to rock bottom, and that the cooperage interests are willing to operate for fun. However, it may be merely that the consumers of cooperage, not meeting with a very active business, are not consuming the stock, and with a poor industrial and commercial year at the start, there are many concerns which are letting their stocks run very light over inventory so as to make up as good a balance sheet as possible.

Some of the tight cooperage men with whom the Journal's representative has talked in the past few days are hopeful concerning the outlook for 1922, and feel that there should be some fair orders placed early in the year. In fact, there have been some inquiries which would indicate that buyers are figuring on placing business shortly after the first of the year.

### "Buy Light and Buy Often" Policy Now in Vogue May Be Continued too Long for Good of Users

Of course, it is a hard matter to be idle and merely waiting for business to develop, but the sign on the wall says, "Buy light and buy often," and this policy is being generally used by buyers of all commodities. It is the safest and sanest policy, as a whole, but with cooperage at present levels, it does not look as though it can possibly be considered a bad time to buy.

### Export Trade Outlook More Encouraging

The export situation is looking more promising as a result of the great improvement shown in foreign exchange, which is now reaching a point where the American manufacturer can make a more reasonable price without taking a loss on the domestic price in converting foreign money into that of the good old U. S. A.

### The Whisky Situation

The Journal's correspondent recently had an inquiry relative to the whisky situation, and in digging around for information, found that there are practically no distilleries making any new whisky. A few plants have run for short periods and made up small stocks to supply the future medicinal demand. There is undoubtedly a big reduction in stocks of old whiskies in bond, and unless distillers start producing some stock shortly, the day will come when there will be practically no old liquor in bond to meet the medicinal demand. It would be close to a crime to give a man new whisky for snake bite or real illness, but either there will be larger production started before long or such conditions will exist. There undoubtedly has been a tremendous volume of sickness the last few months for which the doctors could not collect their bills unless they prescribed alcoholic stimulant of better than two per cent, and in fact most of it must be 100 per cent, or rather, 100 proof (B. in B.).

### Distilleries May Need Barrels After January 1st

Considering this condition, it would not be at all surprising if some of the distillers, after the first of the year, start running on short crops and buy a few barrels. The trouble with the distillers is in the rapid changing of the prohibition laws. All of them are afraid that more red tape will come out and that they may be caught with manufactured stocks on hand. However, grain is as cheap as it was in the old days of production, and it looks as though some of them would take a chance. However, storage costs are high, and city, state and county taxes have been placed so high that it makes an awful hole in a bank roll to carry whisky for any length of time. On the other hand, if the stuff is scarce the manufacturer who has it can get his own price—that is, he could if there was not so much illicit stock to be had.

### Slack Barrel Demand Slowed Up a Little in December

The slack barrel business has been good most of the year, but slumped off considerably in December, as the big dressed poultry shipping season is about over and there is but small demand for apples, as they have been packed. Flour demand is a little dull, as jobbers and retailers are waiting for a lower market and are, therefore, buying in hand-to-month lots.

### Final Decision on "Open Price" Plan Displeases Lumbermen

Lumber interests of Louisville were disgusted with the final decision of the Supreme Court refusing the lumbermen the right to use the "open competition," or "open price," plan of reporting sales and prices. It is contended that the grain, cotton, sugar and other markets are operated on that basis, and even the tobacco markets are published daily in the press, showing how many hogsheads are sold, price secured and average price, even by grades. The lumbermen are restricted from using a principle which has been in use for many years in dealing in food and commodities that are far more important to the general public than hardwoods.

### Improved Exchange Situation Will Help Export Trade

Louisville cooperage plants are operating about one-half time or less, and the general situation is slow. It is claimed that the big promise lies in export business, and with the exchange situation improved, there should be more export of oil and oil cooperage. However, business could not be much slower than it has been, and there is far more room for improvement than for further slowing down. The general situation is better, and bank clearings are improving. Business starts out the first of the year with things generally showing more snap than was the case last season.

### Stock Manufacturers Are Not Crowding the Market at Present Prices

The tight market is showing no change, as demand has not been strong enough to advance prices and cooperage interests prefer not to give their stock and labor away. Production has dropped off to almost nothing in staves and heading, and there is no inclination to load the market at give-away prices. In fact, right now it would be next to impossible to really sell any large amount of stock except at a loss on production cost.

### The Tight Stock and Barrel Market

White oak oil staves are nominally quoted at around $50 a thousand; red oak, $45; spirit, $100; gum, $37.50; oil heading, white oak, 40 cents; red oak, 35 cents; gum, 27½ cents; spirit, 62½ cents. Oil barrels, white oak, $2.40@$2.50; red oak, $2.30; spirit barrels, $4; gum barrels, $2.25; white oak half-barrels, $2.25. Kegs, 5-gallon, $1.30; 10-gallon, $1.60; 15-gallon, $1.80; 20-gallon, $2. Red and white mixed oak kegs are 20 cents each cheaper than white oak.

### Slack Barrel and Stock Market

Slack barrel prices remain unchanged, although stock is a little higher and barrels may advance. Flour barrels are 75a80 cents; salt, 65a70 cents; sugar, 90ca$1; produce, 55a60 cents; No. 2 cooperage, sugar-sized produce barrels, 60a65 cents; potato and produce, 55a60 cents. Slack stock is quoted at $12 a thousand for No. 2 staves; No. 1, $17a$18; mill run, $14. Six-foot elm hoops are $17; slack heading, No. 1, 17⅛ inches, 14 cents, and 10 cents for No. 2. No. 1, 19¼, 18 cents; No. 2, 13 cents.

### Will Make Tobacco Hogshead

Announcement recently made relative to production by the Forbes Manufacturing Co. of tobacco hogsheads at Hopkinsville, Ky., was interesting in view of the fact that the company is entering the business at a time when the tobacco outlook is very favorable. Western Kentucky this year is averaging about $17.50 for all grades of tobacco per hundred, with best dark leaf at 40 cents a pound. In the burley section of central and eastern Kentucky, a new marketing and growing association has been formed, and it is alleged that the days of the tobacco trust are over. For years the big buyers have paid the growers what they felt like paying, and the growers were helpless. Today a big organization, strongly backed financially and with warehouses to hold stock until the market is right, appears to be in position to force a fair price, especially as the growers have signed agreements under which in the future they will reduce acreage when necessary in order to prevent over-production.

## PREDICTS NEXT CONFERENCE AT WASHINGTON WILL BE AN ECONOMIC ONE

W. A. Watts, of the Chess & Wymond Co., in discussing business, remarked that things were quiet and that it was a question as to what the new year would bring in the way of improvement. Mr. Watts stated that it would not be at all surprising if there was an economic conference in Washington before long to endeavor to put business back on a sound basis.

W. B. Booth, secretary of the Louisville Cooperage Co., was a recent arrival from California, where he spent several weeks' vacation. Mr. Booth was in California last season, and is very much taken with the climate and general conditions there.

E. F. Stecker, sales manager for the J. D. Hollingshead Co., of Chicago, was recently in Louisville to see Paul Dysart, Jr., manager of the local division, and called on some of the company's local consumers with Mr. Dysart.

Efforts to secure freight rates allowing steel hoops to move with knocked-down cooperage on a car-lot rate, instead of the hoops being billed at less than car rates, are being made by the Louisville car-lot shippers of knocked-down cooperage. The matter was taken up with the Cincinnati division of the Central Freight Association, and conferences will shortly be arranged at Cincinnati. The J. D. Hollingshead Co., Louisville division; the Louisville Cooperage Co., and the Chess & Wymond Co. are pushing the matter.

## OUTLOOK GOOD FOR TURPENTINE COOPERAGE

The Sanborn Company, of Sanborn, Fla., has leased 6,980 acres of turpentine timber stumpage from Pope Brothers, of Carrabelle, which, together with 14,000 acres already held by the company, gives it one of the largest turpentine timber tracts in the State. It will require some years to exhaust the production of the timber. Turpentine requires barrels—and barrels means business for the coopers.

## MONARCH COOPERAGE CO. RESUMES OPERATIONS AT DYERSBURG, TENN.

The Dyersburg plant of the Monarch Cooperage Company has been rebuilt and placed in operation. This factory, which was virtually destroyed by fire in early October, was rebuilt with all possible speed, and its resumption of production is a splendid tribute to the energy and progressiveness of Mr. O. T. Steudle, president of the Mill Shoals Cooperage Company, of which the Monarch is a subsidiary.

## RE-OPEN STAVE PLANT AT CONGO, ARK.

The Norton-Wheeler Stave Company has put its stave plant at Congo, Arkansas, in operation after an extended period of idleness. Sufficient timber for a run of several months is in the yards. The Norton-Wheeler Company's headquarters are in Pine Bluff, Ark.

## WILL REBUILD COOPERAGE PLANT

Plans have been completed for the rebuilding of the Montgomery Stave and Cooperage Works plant, which was recently destroyed by fire with a loss of approximately $50,000. The new factory, according to A. R. Ticknor, the proprietor, will be constructed after the most modern design, and will be equipped with every up-to-the-minute device and machine that improved manufacturing methods demand. It is hoped to have the new plant in operation at an early date.

## STAVE PLANT RESUMES OPERATION

Operations have been resumed at the stave manufacturing plant of the J. P. Young Stave Company, of Hackleburg, Alabama, which had been closed down for some months. The reopening of the factory furnishes work for a large number of employes, who will no doubt welcome the opportunity to get back on the payroll.

## BENJAMIN J. MATTERSON INCORPORATES

Application has been made by Benjamin J. Matterson, T. C. Butler and others for a charter for a corporation to be designated as Benjamin J. Matterson, Incorporated, for the purpose of conducting a general cooperage business. Mr. Matterson is well known to the cooperage-buying public in and around New York, inasmuch as he has been in business in that city for years. His present plant at 216 Front Street will doubtless be the home of the new company.

## VAIL-DONALDSON COMPANY OPENS PLANT AT LEACHVILLE, ARK.

The Leachville, Arkansas, stave plant of the Vail-Donaldson Company, which has been shut down for some months, has again been placed in operation. Mr. O. B. Gwyn, superintendent, announces that the plant will be run at capacity for the coming months.



# New Orleans Reports No Substitute Could Stand Against a "Quality" Barrel Properly Made and Steadily and Efficiently Advertised

The present movement of rice is heavy, all rough rice being carried in bulk or in bags. Most of the finished rice is also carried in bags, much to the delight of the rats and mice, and to the disgust of freight handlers. Now and then a rice miller has enough respect for a high-class food product to put some of it in barrels, but he has to hustle for the barrels himself, for the coopers do not go to him or make any effort to show him the advantage of a better package. Further—the journals devoted to the rice industry do not carry any advertisements of cooperage.

### But—

A journal devoted to the fishing industry carries an advertisement:

"Ship in Good Packages.
Our two-ply veneer fish drums are better than barrels."

Beyond a doubt the advertiser does make a good package, and it is right for him to advertise it, but when he says that it is better than a barrel, someone should call his hand.

### The Pilgrim Fathers Made Good Barrels

When the Pilgrim Fathers came to New England they at once engaged in fishing, salting down the bulk of their catch for their own future use, and for export. They packed their fish in the best containers that could be made, and those containers were barrels.

### Barrel Standards Should Be High

Measured by our standards those old worthies did not see much fun, but they were certainly good mechanics. They worked with the fear of God in their hearts, and making good barrels was a part of their religion. If our barrels today were as good as theirs were, no other package would enter the field as a container for fish. Even as it is, there are between eleven and twelve million pounds of fish shipped annually in cooperage. This cooperage consists of pails containing from five to twenty-five pounds, and tubs containing from thirty to sixty pounds each. This does not take into consideration the goodly number of cheap slack barrels that are used for the transportation of fresh fish. These fresh fish barrels are the cheapest barrels that can be made, and the veneer drum would hardly answer the purpose, or compete with them, even in price.

### Big Demand for Southern Vegetables Helps Coopers

Southern Louisiana has had several gusts of cold rain, but these have been of short duration, and on an average the weather here during the fall and early winter has been the best on record. In fact, it has been so warm here that many gardeners have thought that this genial climate must extend over the Northern States, and that Chicago could get fresh vegetables from Michigan, instead of having to send South for them. Their fears, however, were unfounded. We have had no frost here, and no suggestion of frost, but there must have been a frost somewhere up along the Canada border, for Southern vegetables are in great demand, and many large shipments have been going North daily for several weeks.

### Now and Then in the Vegetable Growing Industry

A few years ago the Louisiana market gardener cultivated two or three acres, and came to town in a small express wagon, drawn by a sad-eyed mule. Sometimes he would stop at the shop and take home with him six, or even eight, barrels, to contain his shipments for the next day or two. Now he plants a good-sized farm in vegetables, brings in his produce in a giant motor truck, and when he takes barrels home it is in a pile as big as a summer resort hotel. Usually, however, he brings in his vegetables in bulk, and leaves the barreling to his commission merchant or shipping agent.

### When Space Is Needed, the Coopers Take Possession of the Street

In some narrow-minded old fogy communities it is supposed that the streets are intended for traffic only, but the produce shipper is more advanced and liberal in his ideas, and knows that on work days the street is intended to work in, so he takes full possession of it, blocks the main thoroughfare with loads of vegetables, and transforms the sidewalks into packing houses and cooper shops, where barrels by the thousand are received, filled, iced, headed up and loaded out to destination, as per shipping orders.

### Where the Real Barrel Tests Are Made

Our dear paternal government maintains experiment stations for the study of packages, and conducts long series of experiments to ascertain how much rough usage various containers can endure without going to pieces. The reports on these official tests make interesting reading for the long winter evenings, but if you want the correct dope on packages you should visit the French Market neighborhood, and see containers go up against the real thing. As the trucks are unloaded, the big, leafy vegetables are thrown directly into the barrel and heaped high above the top, then two stalwart colored men grasp the barrel, raise it as high as their heads, and drop it, with a mighty thump, on the concrete, keeping this up until the contents are jolted down so that a layer of ice can be put in before the barrel is headed up.

### Stock for Produce Barrels May Be Rough, But It Must Be Sound

Don't try this sort of treatment on boxes, hampers or veneer barrels, for they won't stand it, and don't make your produce barrels out of shakes, or dry rot, for if you do they will look worse than the wreck of the Hesperus before they get to the cars, and the transportation companies will refuse them. Materials for produce barrels may sometimes be rough, but they must be sound.

### The Cost of the Produce Barrel

The barrels that stand this treatment are sold for about 50c., but with staves at $7.50, heading at 7c., and with six-foot elm hoops at $12.00, they should sell for more.

### For Draining Iced Vegetable Barrels

Barrels for iced vegetables are not ventilated, but they have holes in the bottom for drainage. Certain vegetables require gentler treatment than the coarser ones, and when being shipped in small lots are sometimes packed in hampers, without ice, but such vegetables are likely to press down too solidly in the small end of the hamper and heat and spoil in transit. For this class of vegetables the ventilated barrel, with slightly more humane treatment, is the thing.

### Ventilation of Barrels Should Be Properly Done to Insure Its Value as Second-Hand Package

The shipper is sometimes left to do the ventilating of the barrel himself, so he takes a hatchet and chops holes in it until it looks worse than a last year's bird's nest, and its value as a second-hand package is utterly destroyed, for it can be used but once. Some coopers fill their barrels with auger holes for ventilation, which is much better. But the really up-to-date men use a contraption like an ordinary stave jointer, with the knife taken off and replaced by three crescent-shaped bits that take generous bites out of the staves at the right places.

It is understood that Adam H. Cooper, of this city, invented this contrivance. Whether he patented it or not, he is entitled to a royalty on the machine, as he is the first to use it here

### Oysters and New Potatoes Take the Ventilated Barrel

Barrels ventilated in this way are popular among oyster shippers. They are also used for new potatoes that have have tender skins and require barreling, though old potatoes are still shipped in gunnysacks, especially when the shipper is one of those nickel-nursers who don't care what kind of shape their products are in when they reach destination.

### All Coopers Are Getting Share of Vegetable Trade

Almost every shop in the city is getting a share of the produce barrel trade, which constitutes the main volume of slack barrel business at present, though barrels in small lots are being used for a great variety of purposes.

### Some Call for Sugars

There is some call for sugar barrels, though the number used is very small compared with the demand of former years. There are good displays of syrup and molasses barrels at various points along the harbor front, and the big trucks of the Brooklyn Cooperage Co. are actively delivering high-class syrup barrels to various refineries.

### Second-Hand Barrel Trade Is Good

The business in second-hand barrels is good, as it nearly always is here, and there is a brisk demand for containers for cottonseed oil products.

### Southern Cooperage Co. Is After the Spanish Trade

One of the high-class magazines published in this city in the Spanish language, and said to have a good circulation in Spanish-American lands, carries an attractive advertisement of the Southern Cooperage Co. It is curious that other coopers do not take this method of increasing their business.

These gentlemen are now making produce barrels for the domestic trade at the rate of 4,000 per day, and their four big wagons are busy early and late, but still they have room for more business, as their shop has two stories, each 22 feet high, and each having 187 x 167 feet floor space. They have a good force of skilled coopers who take pride in the high quality of their work, even though, like everybody else, they had to take a cut in wages during the period of business readjustment.

### Jake Bauer, Veteran Cooper, Still Turning Out 70 Barrels a Day

One of their veterans is Jake Bauer, a man of 58 years. Many men of that age want to sit in the chimney corner and sing to the mellifluous accompaniment of the banjo:

*"I'm uh gettin' olc and fee-bill,*
*An' I cannot wuk no mo',"*

but Jake is still turning out his quota of seventy barrels a day, and his barrels show a workmanship that should make many coopers of the younger generation ashamed of themselves. If every working cooper labored as conscientiously as Jake does, we would not need so much talk about boosting the barrel. The barrel would speak for itself.

## LUBRICATING OIL EXPORTS SHOW GRATIFYING INCREASE

The rapid revival of European industries, particularly of France, Belgium, Italy and Germany, since the early fall, is indicated by the fact that manufacturers of these countries are buying twice as much lubricating oil as earlier in the year. England and the Scandinavian countries are also taking larger quantities.

Average tonnage shipped by the Sun Oil Company in November and scheduled to be shipped in December and January is 100 per cent. greater than the monthly average of the first ten months of the year, said Frank Cross, secretary and treasurer of the company, recently.

General industrial improvement accounts for this demand for oil, Mr. Cross said, and reports from European representatives indicate the demand will steadily increase. Consumption has not been stimulated by the proffer of liberal credits, but is predicated upon improved financial conditions in the countries indicated.

## NEW SLACK STAVE AND BARREL FACTORY FOR TALLAHASSEE, FLA.

Frank Cochran and Brother have secured a permit for the erection of a slack stave and barrel factory at Tallahassse, on the site previously occupied by the Tallahassee Lumber Company. The new factory will be of the most modern construction, complete in every detail as to machinery, and will specialize in packages for the fruit and vegetable trade.

## NEW SYRUP PLANT ESTABLISHED IN FLORIDA

A syrup plant of 2,000 gallons daily production has been completed and placed in operation at Holt, Fla. This is the largest plant in the State and is owned by the Kansas-Florida Lumber Company, which company had a large tract of cleared pine land which was put into cane production. A factory turning out 2,000 gallons of syrup per day should use considerable cooperage.

## TIMBER SUPPLY IN GEORGIA NEEDS PROTECTION

The Georgia Forestry Committee plans the organization of local forestry clubs to co-operate in an effort to secure the passage of legislation that will protect Georgia forests. Such action must be taken, it is pointed out by lumbermen and naval stores interests, or the State's timber lands will be virtually depleted within the next several years.

## OIL REFINERY AT BAYWAY SHOWS ACTIVITY

The Bayway refinery of the Standard Oil Company of New Jersey announced recently that it had called back 1,200 employes who had been laid off for eight months. A construction program is to be undertaken which will cost upward of $1,000,000.

Under these circumstances we might look forward to the sale of a few carloads of tight barrels and stock.

## NAVAL STORES RATE ADVANCE DENIED

The Interstate Commerce Commission has handed down a decision denying the proposed increased rates on naval stores between South Atlantic ports, and from intermediate interior points to the ports. They were found not justified and the suspended schedules were ordered cancelled.

## APPLE GROWERS AND BUYERS HAVE NOT LOST FAITH IN THE WOODEN BARREL, SAYS E. M. HOLLAND

One of the most attractive and interesting exhibits shown at the Horticultural Convention held in Grand Rapids, Mich., December 7th, 8th and 9th, and one that served the wooden barrel well, was that prepared by the Crozed Stave Corporation, of which company E. M. Holland is president. An illustration of the Crozed Stave Company's exhibit appears herewith, and speaking of the same, Mr. Holland says:

"We wish to call your attention, in particular, to the half barrel shown in the fore part of the picture, filled with apples. We had special plate glass heads made for this barrel, and filled one end with Jonathan and the other with Northern Spy apples. It required from seventeen to nineteen apples to face up the half barrel. In this particular instance the barrel held exactly one and one-half bushels. This attracted a great deal of attention during the convention, and all the growers who saw it were convinced that the half barrels for the Eastern and Middle Western trade were far superior to the Western baskets. This was due to the fact that the Eastern apples are thin-skinned and bruise very easily, and the other reason was that the Eastern stock is not uniform in size, and pack better in a half barrel than in a box.

"Approximately one thousand people visited our booth, where we demonstrated the barrels, all made, and also showed them the ease with which barrels could be assembled from our product. The main point of interest to the buyers and growers of fruit was the fact that we could control the bilge of the barrel and make the barrels exactly according to the law. This is the reason for our slogan, 'Originators of the Truly Standard Apple Barrel.'

"We might add for the good of the cooperage industry at large that the growers and apple buyers stated emphatically that they had not lost faith in the barrel as a package, and that if we will continue to give them a *first-class package*, and one that will stand ordinary handling in storage, and will aim to keep the price as uniform as possible from year to year, on a basis that will be equitable to the manufacturer of the cooperage as well as the buyer, that barrels will grow in favor rather than otherwise.

"We consider the convention held here, while small when compared with the country at large, a very successful one, and we believe it will be felt in the use of more smaller packages than heretofore."

WOODEN BARREL EXHIBIT OF THE CROZED STAVE CORPORATION AT THE HORTICULTURAL CONVENTION HELD AT GRAND RAPIDS, MICH., DECEMBER 7TH, 8TH AND 9TH.

## AN ACT (No. 173) TO PROVIDE A UNIFORM LAW FOR THE GRADING OF APPLES AND TO REPEAL CERTAIN SECTIONS OF THE GENERAL LAWS RELATING THERETO

As a part of the work under its Horticultural Extension project, the Agriculture Department of the University of Vermont, Burlington, Vt., recently mailed out the following Apple Grading Law:

It is hereby enacted by the General Assembly of the State of Vermont:

Section 1. The standard barrel for apples shall be of the following dimensions when measured without distention of its parts: length of stave, twenty-eight and a half inches; diameter of head, seventeen and an eighth inches; distance between heads, twenty-six inches; circumference of bulge, sixty-four inches, outside measurement; and the thickness of staves not greater than four-tenths of an inch; provided, that any barrel of a different form having a capacity of seven thousand and fifty-six cubic inches shall be a standard barrel, and such barrel shall be plainly marked "Vermont Standard Barrel." The standard box for apples shall be of the following dimensions, by inside measurement; eighteen inches by eleven and a half inches by ten and a half inches, without distention of its parts, and having a capacity of not less than two thousand one hundred and seventy-three and a half cubic inches, and such box shall be plainly marked "Vermont Standard Box."

When a box, barrel or container other than a standard barrel or a standard box, as hereinafter specified, is used, such barrel, box or container shall have plainly specified thereon the number of bushels and parts of a bushel contained therein.

Section 2. The standard grades of apples when packed or repacked in closed packages within this state shall be as follows: "Vermont Standard Fancy" shall consist only of apples of one variety, not less than ninety-seven per cent. of which are well matured specimens, hand-picked, color above medium and high for the variety, normal shape, of good size for the variety and reasonably uniform in size, sound and free from dirt, disease, insect or fungus injury, bruises and other defects, except such as are necessarily caused in the operation of packing and shall be packed properly in clean, strong packages. "Vermont Standard A" shall consist only of apples of one variety, not less than ninety-five per cent. of which are well matured specimens, hand-picked, of medium color for the variety, normal shape, sound, and practically free from dirt, disease, insect or fungus injury, bruises and other defects, except such as are necessarily caused in the operation of packing and shall be packed properly in clean, strong packages. "Vermont Standard B" shall consist only of apples of one variety, not less than ninety per cent. of which are of practically normal shape, practically free from dirt, disease, insect or fungus injury, bruises and other defects that materially injure the useful quality of the apples and shall be properly packed. Vermont Orchard Run shall consist of apples of one variety conforming to the foregoing specification of grade and shall be properly packed in clean, strong packages. Apples not conforming to the foregoing specifications of grade, or, if conforming, not branded in accordance therewith, shall be classed as "Unclassified" and so branded.

Section 3. Sections 5949, 5950 and 5959 of the General Laws are hereby repealed.

Section 4. Section 5951 of the General Laws is hereby amended so as to read as follows:

Section 5951. Every closed package of apples which is packed, sold, distributed, offered or exposed for sale or distribution in the state by any person, shall have affixed in a conspicuous place on the outside thereof a plainly printed statement clearly and truly stating the quantity of the contents and the name and address of the packer, or of the person by whose authority the apples were packed; and the package shall be marked with the true name of the variety, the grade or class and the minimum size of the apples contained therein, and the name of the state where grown. If the true name of the variety is not known to the packer, or the person by whose authority the package is packed or marked, then such variety shall be designated as "unknown." Every package of apples which is repacked shall bear the name and address of the repacker, or the name and address of the person by whose authority it is repacked, in place of that of the original packer. Such marks shall be in block letters and figures of not less than thirty-six point gothic. The marks indicating grade or class may be accompanied by any other designation of grade or brand if that designation or brand is not inconsistent with or marked more conspicuously than the one of the six marks indicating grade or class which is used on such package. Minimum size shall be stated in variation of a quarter of an inch, like two inches, two and a quarter inches, two and a half inches, two and three-quarters inches, three inches, three and three-quarters inches and so on, in accordance with the facts. Minimum size may be designated by figures instead of words and the word "minimum" may be designated by using the abbreviation "min."

Approved March 16, 1921.

## AMERICAN POMOLOGICAL SOCIETY PLANS BIGGER SERVICE TO THE APPLE TRADE

OHIO STATE UNIVERSITY.
COLUMBUS, OHIO.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

You will be interested in the enclosed material concerning the American Pomological Society.

Arrangements are being made to underwrite the Society to the extent of $10,000. With this the Executive Committee feels the Society can establish headquarters with a full-time secretary and an office force. With such equipment, a large and representative membership can be built up and the organization can be maintained and expanded with increasing service to its members and to the fruit industry.

The Society will be able to send out timely information which will enable growers to keep in touch with conditions with respect to culture, crop conditions, crop estimates, markets and prices. Had there been such service this year, several localities would have known better than to contract their apples at $1.00 per bushel, on the plea of buyers that the crop was large.

There are tremendous possibilities for service by such a national organization. A large membership is essential. We want the support of the fruit growers of this country and Canada.

Yours very truly,
R. B. CRUICKSHANK,
Secretary-Treasurer.

### Will Improve and Protect Fruit-Growing Industry

The circular announcement as enclosed by Mr. Cruickshank follows:

The American Pomological Society with nearly 75 years of worthy history and valuable assistance to horticulture has entered into a wider and more active field of service. Backing this movement are leading orchard men, scientific horticulturists of the various agricultural colleges and experiment stations and others interested in the promotion and improvement of the fruit-growing industry in the United States and Canada.

There is a great need of a central organization which, through affiliation and cooperation with the many pomological societies and fruit-growers' associations and through an extensive membership, will be in a position to harmonize efforts and to collect and disseminate valuable information. This the American Pomological Society proposes to be and do.

There will be no attempt to make of it a trade organization for buying and selling. Its purpose is to be a clearing-house of information on markets and marketing, cooperation, fruit-crop conditions and statistics, new inventions and equipment, insects and diseases, methods, varieties and other matters of interest.

There are some big problems always to be solved. This Society will consider national affairs that touch the growing and disposal of fruits, as legislation, quarantine, export, transportation, standardizing of methods.

The consumption of fruit can be greatly increased by publicity and advertising. A campaign of education toward this end will be maintained.

Branches will be established in the Colleges of Agriculture.

It will continue its work in connection with varieties and nomenclature which has given it the name of "the supreme court of horticulture."

A pomological annual comprising the report of the convention and much other material indispensable to both commercial and amateur fruit-growers will be published. Timely information will be issued regularly from the office of the secretary.

The American Pomological Society asks the support of everyone interested in the development of the fruit business. With that, it will give a gradually increasing service to the industry and the men in it.



## THE FOREST PRODUCTS LABORATORY SHOULD HAVE APPROPRIATION INCREASED

For more than ten years the Forest Products Laboratory at Madison has been studying wood, always with the object of developing its most efficient and economical use. During that period it has amassed a great deal of scientific information of the most practicable application. Great credit is conceded the Laboratory for its research accomplishments, but in the final analysis the value of its work must be measured by the extent to which the results of its work are made known and effectively applied by the wood-manufacturing industries. It is believed that this phase of the Laboratory's work is not being developed to an extent which its research results and industrial needs justify.

It is well recognized that those in charge of the work at the Laboratory have been endeavoring to remedy this situation, as evidenced by the information disseminated currently through trade and technical publications, by direct distribution of technical notes, by instructional courses in box construction and kiln-drying, and in the facilities offered for direct co-operation in applying its information to specific manufacturing problems. In order to develop its dissemination work even to this extent, it has been necessary for the Laboratory in certain cases to require co-operators to bear the cost of dissemination. This of necessity limits the broad usefulness of the Laboratory and tends to restrict its information and services to the relatively few individuals and companies which are conversant with its work and the value of its results.

This is a situation which ought not to exist. It is one easily remedied, and the remedy lies in a specific appropriation by Congress for the dissemination and application of the Laboratory's results commensurate with its research activities and accomplishments.

The current annual appropriation for forest products research amounts to $325,000. This is equivalent to less than 25 cents for every $1,000 of raw manufactured value for the total annual cut of wood. It is believed by all who are familiar with the work at Madison that the Laboratory's appropriation should be increased to a minimum of $1,000,000.

Those interested in the effective continuation and development of the Forest Products Laboratory should see that their local representatives in Congress are impressed with the importance not only of providing the normal appropriations for its work, but in urging the moderate increase for the special purposes outlined.

## NEW JERSEY GLASS PLANT EXPANDS

Ground has been broken for the erection of an addition to the plant of the Millville Bottle Works, Millville, N. J. The factory is running at capacity, and reports sufficient business ahead for continued full-time operation. Shook containers, in considerable quantity, are used for shipping the product of the works.

## M. RILEY QUITS COOPERAGE BUSINESS

Mr. M. Riley, of Des Moines, Iowa, long identified with the cooperage industry, and well and favorably known throughout the trade has quit the cooperage business. In a letter to the JOURNAL, Mr. Riley states that poor health has forced him to retire.

The JOURNAL, as well as Mr. Riley's host of friends in the industry, extend their sympathy to him and express their regret at the relinquishing of his active business career.

## URGES PACKAGE STANDARDIZATION

Owing to the fact that the full report of the results of the Perfect Package Month—November, 1921—will not be issued until January 6th, too late for the JOURNAL's January issue, we are unable to carry this information to our readers until February, but, meanwhile, the following article by R. S. French, General Manager and Secretary, National League of Commission Merchants, Washington, D. C., which appeared in the *Express Journal* of November, will prove interesting reading. Mr. French says:

"We are in full accord with the principle of safe and adequate packages, and that they should be sufficiently strong to prevent waste of the commodity and to reduce loss and damage claims which place a burden upon transportation service, and we will, as we have always done, co-operate to the fullest extent with the express companies and railroad companies in bringing about suitable and safe containers for the transportation of fruits and vegetables.

"However, it is our firm belief that when the carrier attempts to prescribe lineal dimensions, cubic or other capacities and prohibits shipments of certain commodities in certain packages regardless of the strength of the package, it goes beyond its legal rights. We are willing and ready to go to the limit with the carriers and other interests involved in providing containers of sufficient strength, and discourage the manufacture of frail and inadequate packages.

"In my opinion the quickest and safest way to meet the situation is for the carriers and all others concerned to do so as we have done and are trying to do, i. e., work for federal standards, thereby doing away with non-essential and inadequate containers, through which will come the greatest protection to all concerned. This is a big proposition, in order to cover the general situation, but we have made a good start, and if everybody works together, there is no reason why in the next few years we can not have the package situation pretty well taken care of.

ACTIVITIES OF THE LEAGUE

"We are concerned principally in packages and containers used in the shipment of fruits and vegetables. In order that it may be known to what extent the National League of Commission Merchants of the United States has aided standardization of packages and containers, it has sponsored and played an important part in placing the following Acts on the Federal Statute:

"'The U. S. Apple Barrel Grading Law,' approved August 1, 1912;

"'The National Standard Barrel Law,' an act to fix the standard barrel of fruits, vegetables and other dry commodities, approved July, 1916;

"'The U. S. Standard Container Act,' an act to fix standards for Climax baskets for grapes and other fruits and vegetables, and to fix standards for baskets and other containers for small fruits, berries and vegetables, and for other purposes, approved August, 1918.

"In addition to which we are sponsors for bill H. R. 7102, known as the Standard Hamper and Basket Bill, introduced in the U. S. House of Representatives on June 13, 1921, reported favorably by the Coinage, Weights and Measures Committee of the House on June 17, 1921, and now on the House Calendar awaiting passage. This bill seeks to fix these standards for hampers, round stave baskets, and splint baskets for fruits and vegetables."

## ZINC BUSINESS PICKING UP

The New Jersey Zinc Company's plant at Palmerton, Pa., is increasing its force of workmen and operating all departments on increased schedule. Orders are appearing in heavy volume and an extended period of full-time production is anticipated. Cooperage is an item of considerable size in this company's supplies account.

## LOUISVILLE COOPERAGE CO. INCREASES CAPITAL STOCK

Amended articles of incorporation increasing its capital stock to $450,000 were filed recently by the Louisville Cooperage Company, of Louisville, Ky. This company enjoys an extensive business reputation for high standard products. Mr. J. N. White, the president of the corporation, is one of the best known figures in the trade.

## COOPERAGE PLANT FOR LOCUST POINT, MD.

Reports from Baltimore are to the effect that the Brooklyn Cooperage Company plans the erection of a three-story brick cooperage factory at Locust Point, Md. It is said the new structure will be of pretentious size and will cost approximately $300,000.

## OPTIMISM EXPRESSED AS TO FUTURE OF AMERICAN FOREIGN TRADE

The Ninth National Foreign Trade Convention of the National Foreign Trade Council will be held in Philadelphia on May 10, 11, 12, 1922, according to the announcement of O. K. Davis, Secretary of the Council.

"The choice of Philadelphia as the convention city," said Mr. Davis, "is in accord with the policy of the National Foreign Trade Council to hold its convention each year in a different part of the United States. Previous meetings have been held in St. Louis, New Orleans, Pittsburgh, Cincinnati, Chicago, San Francisco and Cleveland.

"Philadelphia is peculiarly well fitted in every way for a foreign trade convention. Located in the heart of a great manufacturing territory, vitally concerned in foreign trade, actively engaged in developing new port facilities, and equipped to house the largest gatherings, Philadelphia should make an ideal meeting place.

"To judge from what some 'calamity howlers' say, it would appear as if our foreign trade were all shot to pieces," said Mr. Davis. "I wonder how many people in this country realize that our exports for the last six months have been 63 per cent. greater in value than in 1913, and about 15 per cent. greater in volume; and that in the six months ending September, 1921, we have exported commodities valued at $2,025,236,000 and have imported goods valued at $1,197,850,000.

"The truth of the matter is, that the productive capacity of the United States has been so greatly increased during the war that our formal 'normal' exports are not nearly great enough to enable our factories and farms to operate profitably at full capacity. It is certain that our foreign trade, considerable as it is even at present, must be expanded if the United States is to enjoy real domestic prosperity; the National Foreign Trade Council believes that our foreign trade can and will be so expanded, even in the face of present difficulties, provided all elements of American industry, agriculture and finance will co-operate to that end."

## THE REAL STATUS OF THE NATION'S FOREIGN TRADE

Lower prices rather than diminished quantities are responsible for the three billion dollars decline in the value of American foreign trade in the last fiscal year, as compared with the immediately preceding year, in the opinion of Dr. Julius Klein in his first annual report as Director of the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

"In fact," says the Director, "a compilation of exported commodities, reduced, so far as possible, to a quantity basis, shows weight increases of 34 per cent. for the groups of raw materials, and of 37 per cent. for foodstuffs in 1921 over 1920, with a decrease of 4 per cent. for such partly or wholly manufactured articles as can be shown in weight."

"It will surprise many pessimists to learn," declares Dr. Klein, "that the final totals in this compilation, which included articles forming 69 per cent. of the value of domestic exports in 1921, indicated that the exports of these goods increased 23 per cent. in quantity over the amounts sold last year, though their value decreased 19 per cent.

The world-wide exchange situation, revived competition in foreign markets, and decreased demand for American raw materials on the part of Europe, combined with a drastic cut in American imports of raw materials, are the principal factors contributing to the lower foreign-trade totals, says the Director.

The Director refers to the fiscal year 1920-21 as "the most dramatic in the entire history of the foreign trade of the United States." He says "that the extraordinary episodes of that year in our business overseas" resulted in a most severe strain upon the facilities of the Bureau of Foreign and Domestic Commerce, first, as a consequence of the "amazing strides" made by American export interests during the early months of the year, and secondly, as a result of the disorganization and confusion which spread throughout the markets of the world with the accompanying panic of cancellations during the period of depression which marked the closing months of the year.

A new and unusual feature of Dr. Klein's report is a 60-page review of world trade and of economic conditions in each of the important markets of the world.

## COOPERAGE PLANT BURNED

During the early part of December, fire of undetermined origin damaged the cooperage plant of J. L. Jones, Richmond, Va., to the extent of approximately $20,000. The factory will be repaired immediately and operations resumed as soon as the work is finished.

ESTABLISHED OVER ONE HALF CENTURY

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

## BUFFALO COOPERAGE MARKET

The almost unparalleled gale of December 18th, which blew 96 miles an hour for some time that day, has done a large amount of damage to fruit trees in western New York, and to other valuable property, and produced a considerable amount of distress among the orchardists. They have begun to look upon an apple tree again as an asset, after selling some of their best apples last fall for $4 a bushel, and they had been preparing to give their apple trees more attention than for some time. They are of the opinion that they could have pruned their trees to much more advantage than the gale did. It uprooted many trees and broke others to pieces. At present the amount of damage has not been estimated.

**Marketing the Apple Crop**

It is noticeable that there is more rating of apples by the bushel now than formerly, and this bodes no good for the apple barrel proper. The farmer has found that he can market his apples in baskets, not only at a reduced cost as compared with barrels, but also that in this way he can escape the grading of his fruit according to the State law, which he has always considered arbitrary and unfair. Barrels are low now and may in time regain what they lost by selling a year ago for much more than anyone could afford to pay for them. Coopers pretty generally blame the stave mills for the high prices, and say that they predicted just what has happened, not only fruit but flour being alienated about as far as possible from the barrel, and it will take time to get back to it again, during which time the stave trade will lose what it sought to gain by arbitrary high prices.

**The Stock Market**

The slack material market shows some advances in prices again, with hoops making the biggest rise, though staves are a little firmer. Quotations are now as follows:

| | |
|---|---|
| No. 1, 30-inch elm staves | $17.00 to $17.50 |
| No. 2, 30-inch elm staves | 11.00 to 11.50 |
| No. 1, 30-inch gum staves | 16.50 to 17.00 |
| No. 1, 28½-inch elm staves | 16.75 to 17.25 |
| No. 1, 28½-inch gum staves | 16.50 to 17.00 |
| No. 2, 28½-inch gum staves | 11.00 to 11.50 |
| Mill run, 28½-inch gum staves, fruit | 12.50 to 13.00 |
| Six-foot hoops; six-foot-nine hoops | 15.50 to 17.00 |
| No. 1, 19⅝-inch basswood heading | 13c to 13½c |
| No. 1, 19¼-inch gum heading | 12¾c to 13¼c |
| No. 1, 17⅛-inch basswood heading | 12c to 12½c |
| No. 1, 17⅛-inch gum heading | 11¾c to 11¾c |

**Hopeful as to Return of Barrel in Flour Trade**

Buying of cooperage stock is practically nil at this time, as is usually the case toward the close of the year, when everybody is figuring on inventories. There is very little present need of stock, owing to the dullness in various lines catered to by the cooper. Flour business is extremely light and most concerns which buy barrels will wait until January before doing so. Coopers are hopeful that fair prices for barrels will bring back some of the old-time output in the flour trade, but millers are not contributing much nowadays to the cooper's prosperity.

**Forecasting Apple Crop for 1922**

The law of averages ought to insure a pretty good apple crop for next season, and many coopers are trusting that this may be the case. They would rather see a larger crop and lower prices, but it is too early to make any prognostications. So many elements of risk enter into estimating a future apple crop, even up to the time the apples are ready to pick, that even Mr. Babson might lose out in making a calculation.

**Trade Briefs and Personal Mention**

The Peter Pfeil Cooperage Works, 223 Madison Street, is quite busy in the tight cooperage line. This company makes beer barrels, ice cream tubs and tanks of both small and large size, besides carrying on repair work. It finds a satisfactory number of orders for both new packages and repairs and anticipates that trade will continue good for some time.

W. C. Pennypacker, Jr., states that cooperage orders are not coming in in any large numbers at this time. Coopers are waiting to see what the market is likely to do, believing that the present strength may not keep up.

The Quaker City Cooperage Co. reports a slowing up of the flour barrel trade, which is the mainstay at this plant. It is hoped that next year will show improvement in this line.

Jackson & Tindle state that coopers are taking scarcely any stock at present, owing to the holiday and inventory season. The market is maintaining a strong tone.

Frederick Seitz, Sr., an old-time cooper of Buffalo, and former member of Seitz Bros., died at his home, 345 East Street, on November 24th, aged 74 years. He was an old settler in the Black Rock section, and his firm carried on a tight cooperage business, mostly in pork barrels, for many years. He was a life member of Concordia Lodge, which had charge of the funeral services. Surviving are his widow, five sons and six daughters.

The main department of the Canadian Cooperage Company's factory at Smith's Falls, Ont., has reopened. All departments of the plant had been closed for about a month. The hoop and stave departments will not open until spring, but the company has sent 50 to 75 men to Leeds County to cut 1,000,000 feet of elm logs. An order was received lately for 2,000 barrels for the Inter-Provincial Flour Mills at Renfrew.

### WILL MANUFACTURE SLACK COOPERAGE AND COOPERAGE STOCK

The recently organized Georgia Bay Stave and Shook Mills, Owen Sound, Ont., is already planning to begin manufacturing activities. Necessary buildings have been leased, machinery equipment installed and a new dry kiln is almost completed. N. E. Bumsted and W. E. Theaker, both of Owen Sound, are the interested members of the Georgian Bay Stave and Shook Mills, which will manufacture slack cooperage stock, slack barrels, kegs, etc.

### HIRSH COOPERAGE CO. CHANGES NAME

The Hirsh Cooperage and Steel Package Company is the new name under which what was formerly the Hirsh Cooperage Company, of Houston, Texas, will conduct its business in the future. A line of light steel containers will be handled by the company in connection with their present lines of wooden barrels. A limited demand for one-trip steel packages has developed in the oil trade throughout the district around Houston, which oil business consumed a large portion of the former Hirsh Cooperage Company's product, and in order to supply the demand for this type of package the company added it to their line of manufacture, changing the name of the organization to the Hirsh Cooperage and Steel Package Company.

### VAIL-DONALDSON COMPANY REOPENS PLANT AT JONES, LOUISIANA

Following a suspension of operation of several months the plant of the Vail-Donaldson Company, at Jones, La., has resumed production. This factory, which is of considerable size, is one of the leading industries of the town, and its reopening will give a gratifying stimulus to general business in that section.

### JOHN SCHROEDER LUMBER CO. TAKES OVER PAIL FACTORY

The John Schroeder Lumber Company has acquired a pail manufacturing plant at Two Rivers, Wis. The present buildings of the plant will be renovated, several additions made, and new and modern equipment installed to the end of making the factory the equal of any in the country. It is further contemplated to increase and extend the variety of product by taking on several new lines.

### VACUUM OIL CO. OPENS NEW PLANT AT PAULSBORO, N. J.

A large new factory, modern in every particular as to buildings and equipment, has been put into production at Paulsboro, N. J., by the Vacuum Oil Co. The plant employs 100 hands at present, but prospects point to an increase in the number of workmen as the volume of oil exports returns to normal.

### BARREL FACTORY DAMAGED BY FIRE

Fire of unknown origin recently wrought considerable damage in the barrel factory of the Acme Cooperage Manufacturing Company, of White Springs, Florida. The loss is estimated at approximately $2,500, the larger part of which is covered by insurance. Announcement was made that repairs would be started immediately.

### NEW ICE CREAM PLANT FOR KINGSTON, PA.

M. F. McFadden & Son, Kingston, Pa., are erecting a new ice cream factory. Construction is now under way and it is expected to complete the plant in six weeks. McFadden & Son will necessarily have to have some tubs, etc., which fact promises business for some cooperage firm.

### GLASS FACTORIES AT MARION, IND., BUSY

The plant of the Macbeth-Evans Glass Company, at Marion, Indiana, has resumed operations with a force of 500 hands. Three eight-hour shifts will be the working schedule for the present. Slack barrel and cask makers should realize some business from this activity.

### ALTHOUGH SIGHTLESS, HE WORKS AT COOPER'S BENCH

Charles Groth, of Rochester, Pa., refuses to consider blindness an effective bar to his working at his trade as a cooper. Totally sightless, he nevertheless continues at his occupation of making barrels, and, according to his fellow-workmen, is an expert mechanic. Recently Mr. Groth applied for membership in the Coopers' International Union, and in forwarding his application the secretary of the local union wrote: "Charles Groth is one of the best mechanics I ever met. He is stone blind, but he can make one of the best-looking barrels that you ever laid your eyes on, and also when it comes to making tools, he is an expert.



### EVERY TIMBER CRUISER SHOULD HAVE CAMERA IN HIS OUTFIT, SAYS J. D. PEACOCK

J. D. Peacock, the Timber Land Expert, of Memphis, Tenn., sends the JOURNAL the following interesting letter, which says:

"Since photographs have come to play such an important part in the entertainment of the world, I have wondered why timber estimators and their compassmen and engineers are so negligent about bringing back with them pictures of the forests, rivers, waterfalls, caves (bat caves), groups of trees and mountain scenes that all of them encounter in their work. These timber cruisers are the real pioneers of the forests—the forerunners of whatever civilization is to follow. Their footsteps must stray into places where no other footprint has been before. The logger and all others must come after him. Into practically every extensive forest on the globe many of these men have gone, and other than their cold, typewritten reports, they have brought back no evidence of the strange, enchanting and novel forms that nature assumes in some of those out-of-the-way and widely-separated places of the world. I personally know timber cruisers who have worked first on the frozen rivers and lakes of Canada, then amid the majesty of the giant redwoods of California, and then on a consignment that took them into the jungles of the tropical rivers of Mexico and Honduras.

"Several years ago I began the practice of taking pictures of standing timber as additional evidence substantiating my cruises and reports, little dreaming of their value at the time—and the pleasure they would give me in after years. Then I began to snap-shot unusual people and places in my work, until today I have a collection that $5,000 would not buy.

"An instance of their value: Returning from Honduras, where I went to examine a tract I found to be all pine, I accidently met a party of gentlemen in New Orleans going to look over the same property with a view to its immediate purchase. They were armed with glowing descriptions of the mahogany, Spanish cedar and pine it contained, and rather than see them take such a trip on misrepresentation, I wired my principal for permission to show them one hundred photographs of the timber. The permission came and I never saw a crowd of high-class gentlemen more grateful for the truth contained in those one hundred little, mute, kodak witnesses.

"They never embarked for Honduras.

"There may be some mahogany and Spanish cedar in the Republic of Honduras, but it is not on Rio Chamalicon or any of its tributaries.

"I hope every cruiser who reads this will hereafter include a kodak or camera as a part of his permanent outfit, and that he will not hesitate to use it frequently. If he will take my name and address and send me some of his rare pictures I will include them in my "gallery of arts that are fine," which I purpose to make the rarest of its class in the world. Let them write their names, the date, what it represents and where located, plainly, and they will be given credit on the permanent, enlarged picture.

"I also think we woods folk ought to be banded into a secret and sacred organization. The combined information would be invaluable at times, and the topographical maps we make and the impressions we carry in our memories might not even be overlooked by the different governments under which we work at times, for be it known that the great forests of every country contain many hidden secrets and majestic silences and sounds—from the chatter of a monkey up a cocoanut tree in the tropics to the low whisperings and flickering light of a mountain moonshiner in our own country—and that we woodsmen see and hear them all."

### BRUECKMANN COOPERAGE COMPANY'S 1922 CALENDAR CARDS READY FOR DISTRIBUTION

In a letter to the JOURNAL, John G. Brueckmann, president, states that following a custom established in the past, the Brueckmann Cooperage Company will again distribute calendar cards among its customers and friends. The issue of cards covering the year 1922 is now off press and will be sent to anyone who will address the company at its St. Louis office.

### NEW CEMENT PLANT FOR WACO, TEX.

The Southwestern Portland Cement Company have under consideration plans for the building of a factory at Waco, Texas. The plans call for an expenditure of approximately $3,000,000. A site has been purchased and preliminary work is under way. They will undoubtedly use a considerable quantity of slack cooperage when the plant is put into operation.

### MISSISSIPPI FORESTRY LAW DRAFTED

The completed draft of the law to be proposed for the State of Mississippi by the recess committee on reclamation, which will be known by the short title of "The Forest Act," with recommendations recently made at the meeting of the committee in Jackson, sets forth as the object of the act "to bring about, so far as may be, the production of timber on all forested and cut-over land in State or private ownership not now required for other uses than the growth of timber, in order to insure an adequate and continuous supply of forest products for the use and necessities of the citizens and industries of the State."

A feature of the act that will make for popularity with the average citizen and the taxpayer is, it provides that no expense shall accrue to the State in carrying out its provisions.

The act provides for the creation of a State Board of Forestry to consist of the following members: Commissioner of Agriculture, professor of forestry and botany, A. and M. College; the State geologist, and two citizens chosen from the State at large, not more than one of whom shall be a representative of timber-owning interests, and both to be appointed by the Governor. The terms of office of the two citizens shall expire April 1, 1924 and 1926, respectively, and their successors shall each be appointed for four years.

The Board of Forestry is authorized to appoint a State Forester and such assistants and subordinates as may be required. The act is over 5,000 words long and makes provisions for forest protection and reforestation.

### HENRY FORD EXPERIMENTS WITH "TREE FARM"

A plan for "harvesting" the forests, as opposed to the present system of denuding wood lands, and that, if it proves advantageous, may revolutionize the lumber industry of the country, has been put into execution by Henry Ford on a section of land about two miles from Sidnaw, Houghton County, Mich.

The plan that is attracting considerable attention among lumbermen has as its basic principle the conservation of Michigan's fast-dwindling timber supply.

The section chosen for the experiment is a part of Mr. Ford's holdings in the upper peninsula. The idea, in brief, is to remove from this tract only the mature trees. Underbrush and the waste wood left in lumbering operations are to be carefully cleared away to protect the remaining trees against fires. The young trees remaining will be permitted to attain maturity. In the meantime they will seed the ground about them and when they, in turn, are cut, the next crop will have been started. Thus harvests may be made in each of a period of years indefinitely. One feature of the plan is to leave sufficient space between the growing young trees to permit their rapid development.

Mr. Ford and his associates admit that the cost of rearing trees in this way will be greater than the present expense of obtaining lumber, but point out that unless conservation remedies are applied at once the future will see the forests depleted and that the country in the future will pay dearly for its past neglect.

### COOPERAGE TIMBER MAN MAKES NEW BUSINESS CONNECTION

J. C. Gilmore, for several years timber buyer for the Atlas Cooperage Co., has associated with the Central Coal and Lumber Co. and will have charge of the company mill at Jackson, Ala.

### R. LEE CUTHBERT

Friends and acquaintances throughout the trade will be grieved to learn of the passing away of one of the prominent figures of the industry.

Mr. R. Lee Cuthbert, aged 53 years, died at his residence, 779 East 21st Street, Brooklyn, N. Y., on November 19, 1921, after a brief illness of heart disease. He attended the public schools and was graduated from the Brooklyn High School and Brown's Business College. Leaving college he entered the employ of Mead & Whiting, a local cooperage concern, where he remained until the dissolution of that firm. Mr. Cuthbert was associated with the Cooperage Department of the Standard Oil Company from 1892 to 1908, when he established himself in the cooperage business, with warehouse and offices at No. 6 Prospect Street, Brooklyn, which business he conducted until the time of his death. He was also the Eastern representative of the Pioneer Cooperage Company of Chicago. During the late summer and early fall months he spent at Sharon Springs, N. Y., in an effort to regain his health. Mr. Cuthbert was a former president of the Fifth Ward Democratic Club of Brooklyn, and a member of Orion Lodge, No. 717, F. & A. M. He is survived by one son, R. Lee Cuthbert, Jr.

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FORT WAYNE, IND.

### THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA SHOULD BE A MEMBER OF THE ASSOCIATION OF WOOD-USING INDUSTRIES

The annual meeting of the Association of Wood-Using Industries held in Chicago on September 26th last, marked the close of the initial year of that organization's activities.

Reports by the officers and chairmen of the committees showed that the Association is comprised of eighteen different units representing that many lines of industry fabricating forest products, representing in all over 6,000 individual manufacturers.

In commenting upon the work of the organization President Parsonage said in part:

"A year ago there was initiated the movement that had for its primary object the ambition to serve the crying needs of the Wood-Using Industries of the country.

"These men hoped to not only bring together the common problems of the various phases of the wood-using industries, but also to act as a common center aiding and abetting a more clear and full understanding between the wood producer and the wood user.

"There was the thought in the minds of the initiators of this movement that in the final analysis the abuses and the wasteful methods of both the saw mill and the wood-using factories were largely attributed to a lack of understanding between the two phases of the industry, and the proper education and closer personal contact would mean for the future, not only a standardization of activities, but also mean much in the way of conserving the rapidly disappearing sources of wood supply.

"We have come through the past year, a period of readjustment that has been paralyzing in its effect and unheard of in the history of the world's business. Yet, with all handicaps, we should feel proud that the storms have been weathered and that the Association of Wood-Using Industries has justified its existence by starting various activities that I hope will serve in the future as a basis for not only a national reforestation policy, but also legislation and a plant of co-operation between the producer and the consumer of wood products that we can point to with pride in the years to come.

"Your executives have held several conferences during the year with representatives of the various hardwood lumber associations. A definite move has been initiated, working toward closer co-operation and a greater utilization of forest products The lumber people are receptive and willing to meet the wood-using industries half way along the lines of standardization and wider use of dimension stock.

"I would recommend that either the chairman of one of our committees, or a standing committee, be appointed, whose specific purpose would be to co-operate directly with standardization committees of the hardwood lumber associations.

"Through the specific efforts of Mr. W. A. Babbitt the handle manufacturers of the United States have simplified and standardized their wood stock requirements. These standardized sizes were accepted at the annual convention of the National Hardwood Lumber Association last June.

"Hereafter any saw-mill operator can logically cut specific squares, lengths or multiples thereof and be sure of a market. The market of the handle manufacturers is thus tremendously widened and their stock will not have to be cut to order with the consequent penalty in price. The extended market thus brought about will aid materially in the conservation of some of the waste products of the hardwood mills.

"Very largely through the efforts of your executives there has been initiated at the Forest Products Laboratory at Madison, Wisconsin, a new bureau having to do entirely with the education of the wood producer and the wood user along dimension stock lines.

"This association has a direct membership, as an association, in the Chamber of Commerce of the United States, and as one of the National Councilors we are privileged to keep in touch with the widest activities of the Chamber.

The Nominating Committee submitted their report, which was adopted by the meeting, and the following officers were elected for the ensuing year: President, E. E. Parsonage; Vice-President, Hugh P. Baker; Treasurer, F. A. Vogel; Secretary, Wm. B. Baker, 531 Monadnock Bldg., Chicago, Ill.; Executive Committee, the officers and W. A. Babbitt, John Foley and W. Harry Davis.


**Tight Cooperage Stock Wanted**

Always in the market for
White Oak, Red Oak,
Ash and Gum Staves
and Heading,
For Lard and Oil Tierces,
and Pork Barrels.

We also buy Slack Cooperage Stock

*Quotations Solicited*

Swift & Company
Cooperage Department
South St. Joseph, Mo.


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**FORT WAYNE, IND.**

**When in the market for slack barrel or tight barrel staves, heading, and hoop machinery, as well as slack barrel and tight barrel machine, also coopers' tools, truss hoops, barrel heaters, hoop nails, etc., write us. All inquiries receive prompt attention.**

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

**FOR SALE**
**REBUILT STAVE and HEADING MACHINERY**
**Two Greenwood heading turners.**
**One heading sawing machine.**
**One No. 4 stave cutter.**
**ROCHESTER BARREL MACHINE WORKS,**
**Manufacturers of "Greenwood" Stave and Heading Machinery,**
**Rochester, N. Y.**

FOR SALE.—One Clough & Witt upright slack barrel machine and one 5 H. P., 2-phase, 220-volt motor, in excellent condition and working order. Address J. E. MURPHY, Berlin, Wis.

### MACHINERY WANTED

WANTED—One 7-foot Michael hoop cutter. Must be in good condition. State price. SCHAPER-KOTTER COOPERAGE CO., 1221 Montgomery St., St. Louis, Mo.

WANTED—Second-hand hoop machinery; planers, pointers and lappers and coilers. Give full information as to what you have, price, etc. Address, "HOOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### NEW PACKAGES FOR SALE

**SLACK BARRELS FOR SALE**

5,000 slack barrels for packing fresh fish. 17⅛" head, 28½" stave. Also 2,500 standard apple barrels.

Write For Prices

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FOR SALE—Cooperage plant in full swing, manufacturing all kinds of tight work; located in Greater New York. Inspection and demonstration at any time. Stock and customers on hand. Address "COOPERAGE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### PLANT WANTED

WANTED—Complete second-hand barrel shop equipment, power chamfering and crozer, power set up machine, heaters, etc. What have you to offer? Address POST OFFICE BOX 846, Saginaw, Michigan.

### SECOND-HAND PACKAGES FOR SALE

FOR SALE—10 carloads of oil barrels.
5 carloads of sugar barrels.
MAX GOLDSTEIN, 250 Bowman St.,
Wilkes-Barre, Pa.

### SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

### HELP WANTED

WANTED—A practical manager for a tight cooperage plant turning out 250 to 500 barrels daily. Give full information in first letter. Address "MANAGER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### BARRELS WANTED

WANTED—Immediately. No. 1 lubricating, refined, cottonseed oil, turpentine, wood and denatured oil barrels. 30-gallon gum syrups, 200 lb. galvanized hoop porks and No. 1 lubricating half-barrels. Rush quotations F. O. B. Philadelphia.
Address HUGH O'DONNELL, Meadow and Snyder Avenues, Philadelphia, Pa.

### POSITION WANTED

WANTED—Position, by an efficient and thoroughly experienced man in the second-hand tight cooperage line. Am capable of managing large plant, buying, selling and producing results. Am a good hustler, willing to go anywhere and let the remuneration be commensurate with results. Address "SECOND-HAND," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Position as foreman or superintendent of slack heading mill. Have had 25 years' experience in this line and can furnish the best of reference. Address "L. B. K.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—By a thoroughly experienced man, position as tight barrel stave saw filer. Have had nine years' experience and can give perfect satisfaction in this line of work. Address W. G. JONES, 203 East "E" Avenue, Hutchinson, Kansas.

### STOCK WANTED

WANTED—One car each of 20½" red oak oil barrel heading, 20½" white oak oil barrel heading, 21" gum syrup barrel heading, and 19¼" pine sugar barrel heading. Rush quotations F. O. B. Philadelphia. Address HUGH O'DONNELL, Meadow and Snyder Avenues, Philadelphia, Pa.

WANTED—Three to five cars 17⅛-inch pine heading tacked or cleated. Name lowest price and point of shipment and when delivery can be made. Address J. H. R., Box 12, care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Two hundred thousand 24" red oak and one hundred thousand 24" mill run white oak cutoffs for delivery during December, 1921, and January and February, 1922.
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OF ALL DESCRIPTIONS
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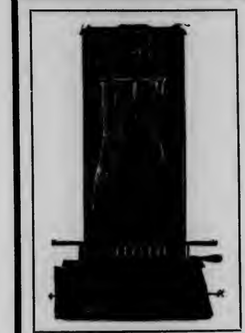
*THIS IS*
**The Jacobs' Heater**
With new solid base and other improvements, making it now
The Best and Most Satisfactory Barrel Heater on the Market
**K. W. JACOBS COOPERAGE CO.**
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**FIELDS-LATTA STAVE CO.**
*Manufacturers of* HIGH GRADE
**Slack Barrel Staves**
If QUALITY and SERVICE is what you want, "WE'VE GOT IT."
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**Hoop Nails Hoop Staples Hoop Fasteners**
Bright, Blued, Coppered or Galvanized
*Write for prices and samples*
THE GEO. W. STANLEY CO. - Belleville, Ill.

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BUTT FLAG
LONG FLAG
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QUALITY THE BEST AND PRICES RIGHT
ADDRESS
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MANUFACTURERS OF
TACKS AND SMALL WIRE NAILS
OF EVERY DESCRIPTION
We give attention to any desired style.
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Are You in touch with the buying powers in the cooperage industry? For a live wire connection
TRY THIS SPACE

**WESTERN NEW YORK Coopers' Flag** Butt or Heading Flag
THE FINEST GRADES GROWN
*A large supply constantly in stock* **R. E. TRAVER, Montezuma, N. Y.**

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Manufacturer and Shipper of
ALL GRADES OF
**OAK STAVES**
¾ x 18 to 34 inches
*Your orders solicited, address*
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FREIGHT RATES TO
St. Louis, 14½c New Orleans, 33c
Chicago, 18c Buffalo, 35c
Louisville, 22½c Pittsburgh, 35c
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*CAN YOU BEAT EM?*
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(Successors to CALIG BROS.)
BUYERS AND SELLERS OF ALL KINDS OF
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Always have large quantity on hand. Always in the market for Barrels and Heading.
Write us when you need barrels.
*Empty Barrels of Every Description*
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**THE JOSEPH BOGNER BARREL MANUFACTORY**
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GLUCOSE, OIL, VINEGAR, WHISKEY, ETC.
We are the largest buyers and sellers of barrels in Western New York. Storage room for 30,000 packages. Good stock always on hand. Satisfactory prices. Quick deliveries. Let us know your requirements
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Let us handle your orders—
We guarantee Quality—
Service—Satisfaction

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White Oak, Red Oak
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BATESVILLE, ARK.
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*Quality Stock is Our Guarantee!*
*If you make High Grade Barrels, you must have High Grade Stock*
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MANUFACTURERS OF
Tight Barrel Staves and
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WE ALSO MANUFACTURE AND ARE DEALERS IN
Tight and Slack Barrel Staves
and Heading
All orders receive prompt, considerate and efficient attention
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**COLWELL**
*45 Years' Experience*
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SUPPLIES and TOOLS
KEGS and BARRELS
OF ALL SIZES AND GRADES
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Slack Barrels
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The Wooden Barrel --- The Perfect Package
Prepared for All Purposes
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TIGHT BARRELS SLACK
Warehouses:
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**ALABAMA PINE HEADING**
Any size up to 24 inches. Any thickness up to ¾ inch.
Square or Bevel Edge.
GUM, COTTONWOOD, PINE STAVES
AND COILED ELM HOOPS
Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.
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AMERICAN
WIRE HOOPS
TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.
Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.
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HARDWOOD LUMBER
MILLS:
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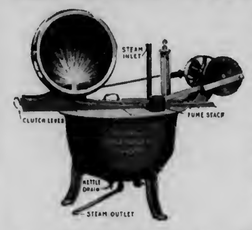
Cooperage Stock
*Slack and Tight*
Coiled Elm Hoops
—
Flat Bucked and Full Dressed Staves for Export

**CLEVELAND SPRAYING MACHINES**


For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.
A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. ***Capacity*** as fast as the men can handle the cooperage.
We also build Superheaters and Branding Machines.
Eureka Machine Co. 2605 VEGA AVENUE Cleveland, O.

**SKUSE'S COOPERAGE** ROCHESTER New York
Manufacturer of and Dealer in
Staves
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For all kinds of Slack Barrels
ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.
Address, SKUSE'S COOPERAGE
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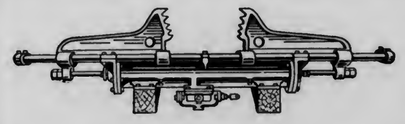
**The W. T. Smith Lumber Co.**
MANUFACTURERS OF
PINE HEADING
AND
OAK STAVES
CHAPMAN - - ALABAMA

**Genuine Hill Style "E" Steam Dog**

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**Our STEAM DOGS and DRAG SAWS**
are standard equipment in every modern American cutting-up plant.
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SAW MILL AND WOOD CUTTING MACHINERY OF EVERY TYPE AND SIZE
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IN

## COOPERS' TOOLS AND SUPPLIES

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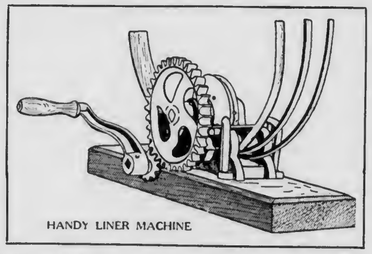
GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

**TRUSS HOOPS BOTH WOOD AND IRON**


HANDY LINER MACHINE

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**THE HYNSON COMPANY** St. Louis, U.S.A.
SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

*Largest Exclusively Coopers' Tool and Supply House in the World*
*If it comes from HYNSON you know it's right.*



# FOR WINE BARRELS! (*Oh, boy!!*)

"WHAT A GRAND AND GLORIOUS FEELIN'!"

*A bit of Ancient History:* Some years ago the California Wine Growers' Association, after exhaustive tests over a period of many months, awarded a costly first prize for all 'round good properties to genuine "All-Heart"

"OF COURSE" "TIDE WATER" **CYPRESS** "THE WOOD ETERNAL" "OF COURSE"

The facts are well worth knowing today to anyone interested in Tanks or Containers for ANY PURPOSE. The main facts are these: a Tank, Vat, Tub or Barrel made of Cypress imparts no taste or color to contents, leakage is reduced to a minimum because Cypress doesn't shrink or swell and a Cypress container will last practically forever. Truly indeed is it "The Wood Eternal!" And "the best wood for what it's best for." For uses in creameries, greenhouses, and wherever wood must resist rot and changing temperature—use Cypress "of course."

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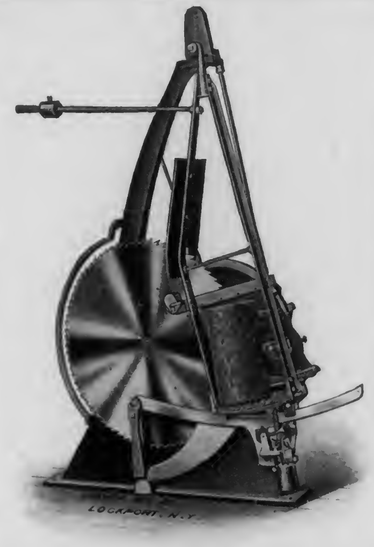
Established 1860

Old methods were good.
Our improved machines are better.
Note the new designs.
It costs us money to make new patterns, but
Our customers derive benefit.
We are always UP-TO-DATE.
We offer the best.
Write to us and we will give you courteous attention.

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**New Catalogues**
Sent on request to those interested in the manufacture of

*STAVES*
*HEADING*
*HOOPS*
*SHINGLES*

Light Stock for Baskets, Crates, Boxes, etc. and Turned Goods such as
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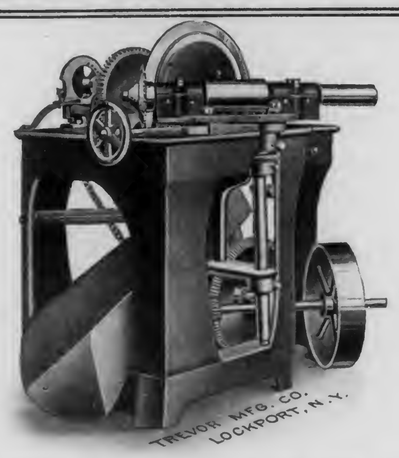
WE MAKE
Heading Machinery
Stave Machinery
Hoop Machinery
Basket Machinery
Crate Machinery
Shingle Machinery
Cheese-Box Machinery
Lathes for Turning
Wood Handles of
Various Kinds



THE LATEST IMPROVED TREVOR HEADING TURNER

**We Claim**
our machines are the best
**Because**
Our Methods are Progressive.
They are built to last.
Our designers are experts.
Our facilities are modern.
Our ideas are practical and
Our customers say so.

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*Southern Agency with J. C. Pennoyer Company, 8 So. Dearborn St., Chicago, Ill. and 1828 Exchange Bldg., Memphis, Tenn.*

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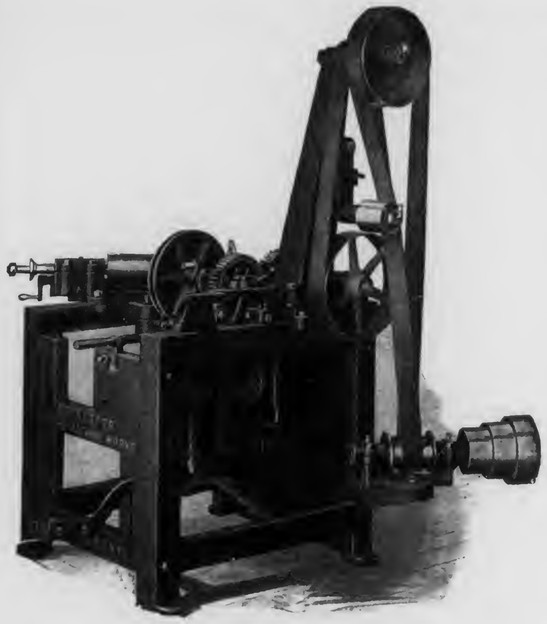

# "Greenwood" No. 5 SLACK HEADING TURNER

**No. 5** HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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Successor to JOHN GREENWOOD

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# THE NATIONAL Coopers' Journal

DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVII | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, February, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 10



## CROZED STAVES

# FILL A LONG FELT WANT

BECAUSE

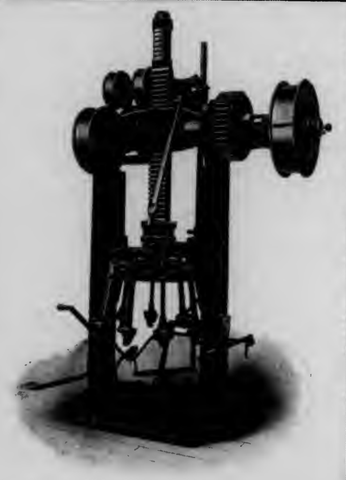
- ¶ They are **UNIFORM**, being Cut, Crozed, Chamfered and Equalized in one operation.
- ¶ They Increase the Efficiency and Output of the Cooper Shop.
- ¶ They take the Hard Work and Backache out of Hand Coopering.
- ¶ They are Economical of Manufacture and can be made from all species of Hardwood.
- ¶ Their Sponsors will allow their Manufacture by reputable and responsible Manufacturers.
- ¶ They are the **WOODEN BARREL'S BIGGEST BOOSTER.**

*Let us have an opportunity to quote prices*

## CROZED STAVE CORPORATION

GRAND RAPIDS :: :: MICHIGAN, U. S. A.

# Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

*Get prices and particulars from the*

**COOPERAGE MACHINERY MAKERS**

**E. & B. HOLMES MACHINERY CO.,** 45 CHICAGO STREET **Buffalo, N. Y.**

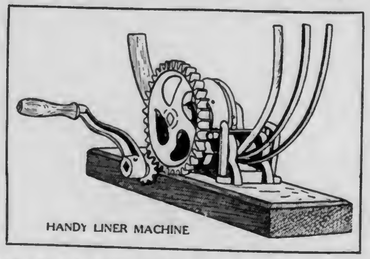
# "HYNSON" The Name that stands for "THE BEST" IN COOPERS' TOOLS AND SUPPLIES

"THE CHAMPION"
Our unexcelled Barrel Heater

## Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

**TRUSS HOOPS BOTH WOOD AND IRON**



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*To place your orders with us means profit for you. Try it and be convinced. No time like the present.*

**THE HYNSON COMPANY** SUCCESSORS TO HYNSON TOOL & SUPPLY CO. **St. Louis, U.S.A.**

*Largest Exclusively Coopers' Tool and Supply House in the World*
*If it comes from HYNSON you know it's right.*

There were more claims and rejections of apple barrel stock during the season of 1921, than for many years past. This can be substantiated from the records of the Association. Inspection Department.
Apple and Truck Barrel
Specialists
We had but three claims or rejections, although no one equals our volume in Fruit and Truck Barrel STOCK
Mixed, Matched or Straight Cars
National Manufacturing Co.
1925-30 DIME BANK BLDG. DETROIT, MICHIGAN

# Holmes Rack and Pinion Hoop Driver

Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

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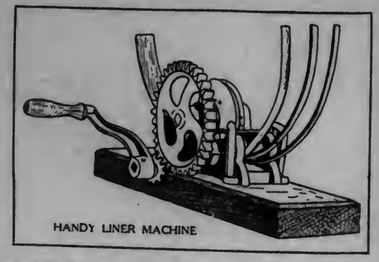

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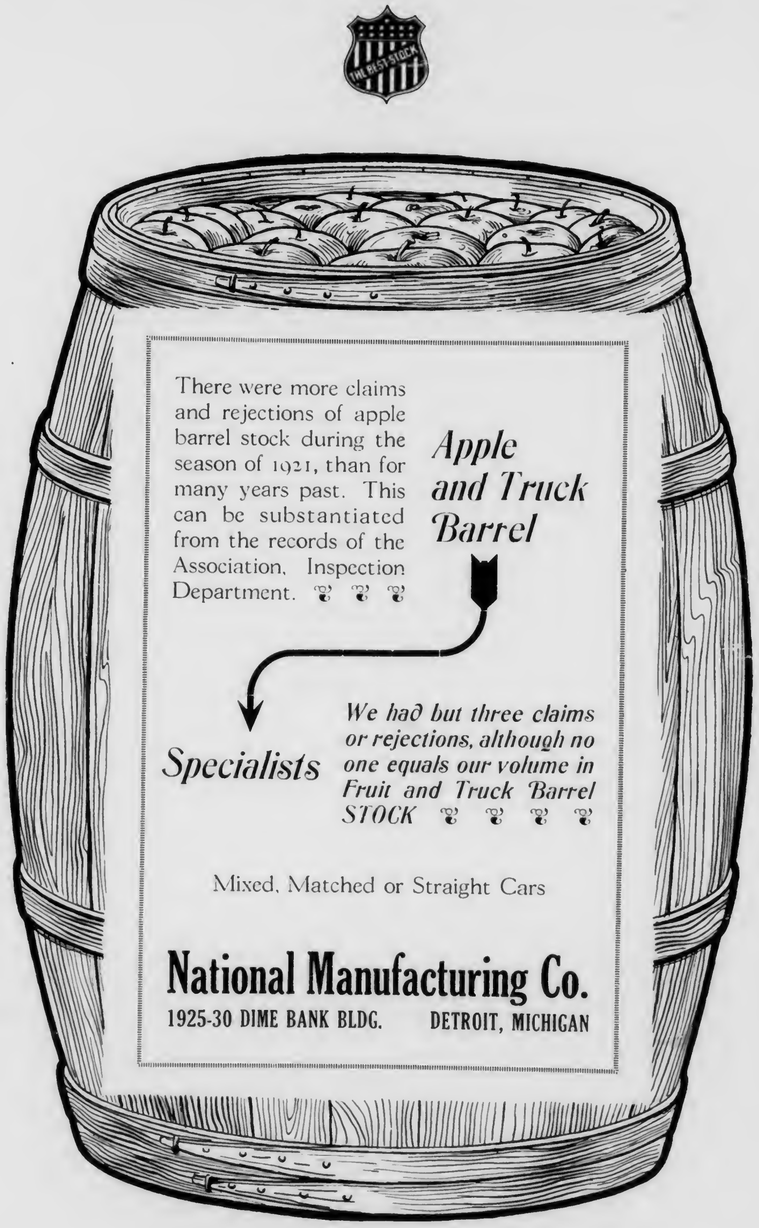
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Mixed, Matched or Straight Cars
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ESTABLISHED 1904

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MANUFACTURERS OF

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FROM FIVE TO SIXTY GALLON CAPACITY, FOR DOMESTIC AND FOREIGN TRADE

Made from Red Oak, White Oak and Gum, our packages are A-1 QUALITY, being suitable for Oil, Lard, Kraut, Cider, Vinegar, Wine, Alcohol and All Kinds of Chemicals.

**WE ALSO MANUFACTURE TIGHT STAVES AND CIRCLED HEADING**

Daily Capacity
1500 Barrels, 1000 Kegs and Half Barrels

*TRY OUR SERVICE—IT SATISFIES*

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STAVE AND HEADING MILLS
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Kegs
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All Sizes
All Styles
All Woods
All Purposes

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Modern Plant
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We are in immediate need of No. 1 Lubricating, Refined. Cottonseed Oil, Turpentine, Wood and Denatured Alcohol barrels, 30 gallon Gum Syrups, 200 lb. Galvanized Hoop Porks, and No. 1 Lubricating Half-Barrels.

Also one car each 20⅛ in. Red Oak Oil Barrel Heading, 20½ in. White Oak Oil Barrel Heading, 21 in. Gum Syrup Barrel Heading, 19¼ in. Pine Sugar Barrel Heading.

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Slack Stock Specialists

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*IF YOU WANT* **Staves** of "Quality," from 24" to 48"
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Shipments prompt and satisfactory

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Specialist in GUM HEADING AND GUM STAVES

Write To-day for Prices :: ADDRESS ALL COMMUNICATIONS TO BUFFALO, N. Y.

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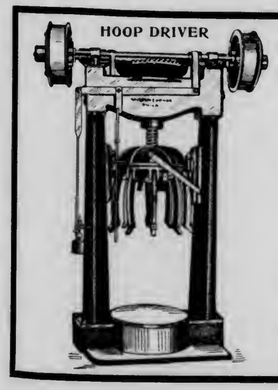

## WEIMAR ENGINEERING WORKS

*BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines*

Special Machines Built to Order

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

*Let us know your requirements*

WESTMORELAND and JASPER STREETS
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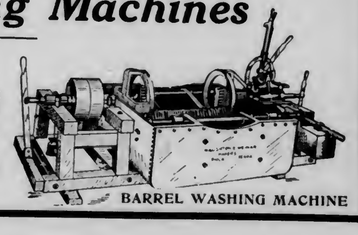

BARREL WASHING MACHINE

# BARGAINS

are not determined by price. Extra service rendered, or extra quality, as well as price, may create a bargain.

We offer you bargains and will appreciate your inquiries.

Remember, we have

Tight Cooperage Stock
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Carlots or Less Carlots

**Slack or Tight**

**KEGS and BARRELS**

Any Size --- Any Kind

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EIGHTH TO NINTH ON SARAH STREET
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*A National Cooperage Clearing House*
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BUYERS AND SELLERS OF

**Staves, Hoops Heading**

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MEMPHIS, TENNESSEE

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The National Coopers' Journal

THIRTY-SEVENTH YEAR PHILADELPHIA, FEBRUARY, 1922 $2.00 PER YEAR VOL. XXXVII, No. 10

# New Orleans Reports "Quality" Packages Never Lose Business. California Grape Kegs Point Strong Trade Moral for Cooperage Industry.

Among the most attractive packages to be seen in grocery stores and freight houses here are numerous well made kegs, of about ten gallons capacity. They come from California, filled with grapes, packed in sawdust. They may be classed as slack packages, but they are as well made as tight kegs. One look at these kegs will show why the grape shippers have never thought of changing to hampers, boxes or cartons. It is good materials and honest workmanship that get and hold the business. If the maker of these kegs would invent some way of letting the public know who and where he is he could enlarge his business.

### Lucas E. Moore Stave Company, Manufacture Fine Kegs

There are many fine kegs made in this city, for example by the Lucas E. Moore Co. and by the Brooklyn Cooperage Co., but not for this same purpose. Some of the best made here are for various kinds of extracts or flavorings to be used by the makers of soft drinks. Barrels, always of the best quality, are also used for this same purpose, and this business has assumed considerable proportions.

### Quantities of Petroleum Products Shipped In Barrels

The quantity of petroleum products that are shipped in barrels is enormous, and constantly growing, but this business is not of any great benefit to the regular shops in this city, for most of the larger oil refineries have cooper-shops of their own, where they make barrels all the year round, or as needed, and where there is a lot of good, steady work repairing returned empties and getting them ready for new duty. If a high class oil barrel has anything like a fair show it will stand long service in various capacities before it comes down to a job of carrying cheap and heavy lubricating oils, and still longer service before it goes to the discard entirely.

### Turpentine Barrel Calls For Finest Workmanship

When we consider what a painstaking job it is to make a barrel that will give satisfaction as a container of turpentine, it is really surprising that the turpentine barrel has not been entirely superseded by the steel drum, or some other makeshift substitute. However, the turpentine barrels seem to be holding their own fairly well, and there are a good many of them in use, proof positive that good workmen are not all dead yet. Rosin barrels call for but little skill in manufacture, and they are generally made on the ground, where they are to be used.

### The Wooden Barrel and The Sugar Trade

New Orleans did not really seem like home when the midwinter passed without a great boom in the sugar barrel business, but as we knew in advance how things were going to be, and that sugar was going to be put into bags and cartons, instead of into barrels, the falling off in the sugar cooperage trade did not hurt as much as might have been expected. The sugar men are good fellows to do business with, and will be welcome when they come back to barrels, but in the meantime coopers have found other customers, and are getting along pretty well.

### Syrup Barrel Trade Better Than Expected

The demand for syrup barrels is less than formerly, but not by any means as small as was anticipated. In syrup exports the honors are at present pretty evenly divided between the barrel and the little tin cans in crates, while in shipments to this city the barrel, of course predominates. It is common for syrup to pass through both the tank car and the barrel stage before it reaches the tin can. Considering the state of business in general the syrup barrel trade is better than could have been expected. Along the river front syrup shipments seem to be tolerably active, and some coopers are busy along the levee repairing barrels, as usual, but the barrels are not piled up on every vacant space, as they used to be at this season.

### Produce Barrel Demand Reached Its Maximum at Christmas Time But Volume Still Continues

There has been no freezing weather in this part of the world this winter, and whenever the nights have been cool enough for frost there have been high winds, or low hanging clouds, so the truck farms have done well. The demand for produce barrels probably reached its maximum by Christmas, or a little earlier, but the demand has not greatly diminished since that time, and the shipments will certainly be large until northern grown vegetables are ready for the market.

### Cooperage Still Used For the Choicest Cottonseed Oil Products

The cottonseed oil mills seem to be doing well, and it is curious to note the variety and sizes of tin cans they use, and it is also gratifying to note that the cotton oil men still use cooperage for the choicest grades of their products, and that butter tubs and buckets and lard tierces are as popular as ever among careful buyers.

### Barrel Men Get the Vinegar Bottle Trade

The demand for vinegar barrels is small, but steady, and helps fill up. A large part of the vinegar made goes into bottles, but as these bottles are sometimes packed in barrels the cooperage man gets the business anyhow.

### Coffee Barrel Staves Must be White and Clean and Hoops Dyed

There is always more or less demand for coffee barrels, that is, containers for roasted coffee that has already been sealed up in one pound cartons, or paper bags. This trade does not call for high grade barrels, but the staves and heads used must always be white and clean, and the hoops dyed.

### "Quality" Stock Is Now Being Turned Out

This is not a good town wherein to sell the black and mildewed staves that used to be so common. In fact it is not often now that any of our friends have been stuck with that kind of trash. It may be that the mills have quit making them that way.

### New Orleans Largest Alcohol Making Center in the World

The business of making alcohol, for industrial and other purposes, is a large and growing one here. In fact since the completion of the Central Industrial Alcohol Company's new distillery at Marrero, just across the river, it is said that New Orleans has become the largest alcohol making centre in the world. It is too much trouble to look up the statistics and verify this statement, but there really is a considerable demand for alcohol barrels. Even in pre-Volstead days there were never any considerable number of whiskey barrels made here, and it is probable that the distilleries are now using more barrels than ever before.

### Even Dry Time Calls for Much Cooperage

Even in these dry times there seems to be some demand for old time barrels on the side. On a recent raid the prohibition officers confiscated 4,000 gallons of wine of various grades, and in various stages of manufacture, but all in good cooperage packages. The occupant of the raided premises, who is held under $3,000 bond, says that he rented the place which was raided of our mutual friend, Francis Killillia, so that gentleman's connection with the premises is now being investigated by the prohibition forces.

Mr. Killillia conducts a cooper shop, catering mainly to the second hand barrel trade, and has for many years been doing a prosperous business in that line. His barrel wagons are quite a feature in the landscape here. It is hardly probable that he will be held responsible for the doings of his tenants. However, there are people here who believe that such a method of boosting the barrel would be better than not boosting it at all.

### Foreign Trade Is Not Large

There are occasional shipments of stock and of cooperage to Europe, but the business is not large, owing to the precarious condition of foreign credits and exchange. Most people interested in this line believe that conditions will soon improve, so that this trade will assume its old time proportions. Just now it is something to be approached with care.

### Chamfered and Crozed Staves Prepared for Cuban Trade Sold in New Orleans

Affairs in Cuba are also in a precarious state, and there are vast stocks of goods from this country, held in warehouse there, and which cannot be delivered on account of the financial troubles of the consignees. Some lots of cooperage stock from this city are held up in that way. In fact there have been some good lots of chamfered and crozed staves, prepared for Cuban customers, but caught in transit and sold in New Orleans to local coopers, to avoid the risks of sending them on to destination during the time of the Cuban moratorium. This was a very good thing for some of our friends here, but a little rough on the shippers. Still there are firms that have an established trade on the Island, and know their customers so well that they are still selling stock and cooperage in Havana, but that is not an undertaking for a beginner to engage in.

### Mexican Cooperage Trade Would Reward Working

There are no such obstacles in the way of trade with Mexico, for that country, in spite of its revolutions, is prosperous. New Orleans is now doing a large business in other lines with Mexico, though the cooperage shipments to that country are small, because the Mexican trade has not been worked as it should be.

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## MAY MAKE PERFUME FROM CYPRESS KNEES

In the January 1st issue of the *Lumber Trade Journal* appeared an article touching cypress knees which makes interesting reading. The article, which carried an illustration showing a pile of cypress knees along the right of way of the Texas & Pacific tracks at Plain Dealing, La., says:

"The knees are four inches in diameter at the base and two feet long and the purchaser paid the farmers of that section 6 cents apiece for them piled as they are along the tracks.

The purchaser would not give the use for which they are to be put, but they are going to a firm in the state of New York, and as a result there is a great deal of speculation around Plain Dealing as to the use intended for them.

"A well-known chemist, with a plant in Louisiana, advances the idea that the knees will be ground to a pulp and a certain juice extracted which will be used in making a perfume. His opinion is considered very plausible by those acquainted with the interior formation of cypress knees and it is possible that in the near future Louisiana cypress owners will be supplying a profitable industry with a needed product and have a market for a product of their cypress swamps that is so far nothing but waste.

"Theories and counter theories are still being advanced in the vicinity of Plain Dealing as to the use the knees are going to be put to, but the one advanced is so far the only plausible one. The fact remains that the farmers in that section received their pay in cash money at the rate of 6 cents for each knee coming up to the required specifications."

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## PRESIDENT OF LUMBERMEN'S ASSOCIATION ADVOCATES EXTENSIVE ADVERTISING

Modern merchandising methods, including extensive advertising, are essential for success in any line of business, is the opinion of J. A. Mahlstedt, president of the Northeastern Retail Lumbermen's Association, who spoke recently at the convention of the Pennsylvania Lumbermen's Association in the Bellevue-Stratford Hotel, at Philadelphia, Pa.

Mr. Mahlstedt urged his hearers to meet the competition of manufacturers of ready-cut houses by intensive advertising, which, he further urged, should be carried on to the extent of at least one per cent. of the volume of annual business. The success met with by the speaker in administering his own business under the methods set forth gives great weight to Mr. Mahlstedt's remarks.

# Louisville Reports Cooperage Trade Waiting For Package Consuming Industries to be Forced Into the Buying Field

The general situation in the cooperage trade is dull, and it is claimed that the situation appears to be the same in practically all sections of the country. Local cooperage interests have been hopeful, and have endeavored to be optimistic, but it is claimed that out of the past thirteen months the tight cooperage trade has had but one spurt of business. That, starting last summer, lasted for about three months. The early part of 1921 saw prices slowly tumble. They picked up a little in the fall. The close of the year found prices weaker, while today's prices are about as low as have been known in some years.

Cooperage interests have endeavored to find causes for the slump, and have been predicting better business for so long, that they appear tired of trying to find an alibi, or silver lining. However, stocks appear to be low in consumers' hands and, with anything like a normal volume of business, it is believed that the oil industry, food products industries, the paint and varnish and general container consumers will be forced to enter the market for cooperage supplies.

In slack barrel and stock lines conditions have been fair, but there has been no rush the past few weeks. Just now there is some little business on produce barrels, principally for packing second crop potatoes from 1921, which are going into cold storage for late table stock and for seeding purposes.

### Hardwood Rate Reduction Benefits Cooperage

Louisville was interested in the announcement on January 20th, of reduced rates on hardwood lumber, which will take in cooperage and items taking hardwood lumber rates. For some time the inland cooperage concerns have been handicapped in handling business shipped any distance on account of the high freight rates, and especially in handling export business, where the coast cooperage manufacturers had an advantage. The reduction in rates as commented upon by a local newspaper, following an interview with Mr. Norman, said:

"Through a decision just handed down by the Interstate Commerce Commission, freight rates on hardwood lumber shipped from Kentucky will be lowered from 2 to 3 cents a hundred pounds, according to J. Van Norman, Louisville, who represented the Southern Hardwood Traffic Association, the Louisville Hardwood Club, Louisville mills and other shippers in the case.

"Rates in various States were ordered reduced to a basis of not more than 7 to 11 cents a hundred pounds above the schedules obtaining in 1920, before general rate increases were put into effect. The new rates must go into effect not later than March 6.

A fight for this rate reduction has been waged by Mr. Norman and the interests which he represented for about a year. A number of Louisville manufacturers testified at hearings before the commission.

"Mr. Norman pointed out that Kentucky manufacturers of hardwood products would benefit from the decision over competitors in northern Indiana and Michigan. "Long haul" rates in Kentucky and the other States affected by the commission's latest ruling were raised more in 1920 than those in the two competing points named, Mr. Norman said, explaining the fact that the reduction does not apply in Northern Indiana and Michigan.

"The decision means, roughly speaking, that rates on hardwood lumber shipped from Kentucky to points north of the Ohio River and west of Buffalo will be reduced 2 cents a hundred, and to points east of Buffalo 3 cents, Mr. Norman said.

"States where the reduced rates go into effect are Kentucky, Missouri, Arkansas, Texas, Louisiana, Mississippi, Alabama, Georgia, Florida, North and South Carolina, Virginia, West Virginia and Tennessee. However, the commission said that rates from points outside of the States mentioned be 'revised in harmony with the amounts prescribed' in the decision."

### The Tight Stock and Barrel Market

Prices are lower all along the line on barrels, although prices of staves and heading appear to be about the same. It is hard to find a real market on staves and heading as not much stock is changing hands. Quotations at Louisville show white oak oil staves at around $50 a thousand; red oak, $45; spirit, $85; gum, $37.50; white oak, oil heading, 40 cents; red oak, 35 cents; gum, 27½c; spirit, 62½ cents. Barrel prices show white oak oil barrels, $2.25; red oak, $2.15; spirit barrels, $3.60; gum barrels, $2; white oak half barrels, $2; 5 gallon kegs, $1.10; 10 gallon, $1.30; 15 gallon, $1.40; 20 gallon, $1.60; Mixed white and red oak kegs are about 20 cents each cheaper than white oak.

### The Slack Stock and Barrel Market

The slack market remains unchanged other than that hoops are higher. Barrels are very steady, flour being quoted at 75a80c; salt, 65a70c; sugar, 90ca$1; produce and potato, 55a60c; sugar sized No. 2 cooperage produce, 60a65c. Slack stock is quoted at $12 per thousand for No. 2 staves; $17 for No. 1; and $14 for mill run. The latter two range a dollar over these prices on some quotations. Six foot elm hoops have advanced from $17 to $20 a thousand. Slack heading, No. 1, 18⅛ inches, is quoted at 14 cents; and 10 cents for No. 2. No. 1, 19⅛, 18 cents; No. 2, 13c.

### Chess & Wymond Co. Has Impressive Barrel Exhibit

The Chess & Wymond Co. had an interesting display of its products at the exhibits in the Jefferson County Armory, for the National Canners' Convention, the Canners Supply and Machinery Association and National Food Brokers' Association, which met in Louisville during the week of January 16th. The display contained white oak barrels for kraut, cider, pickles, vinegar, catsup, etc., along with half barrels and kegs. The company's new lines of kits or firkins, wooden tubs, wooden buckets, etc., were also shown. Barrels with one end knocked out, with an electric light burning inside, displayed the silicate of soda finish and also the parafine finish. It was the only cooperage display at the convention. There were a large number of displays of can companies bottle, box, jar, corrugated container and other container companies.

### New Packing Company Will Be Large Consumers of Barrels

Thomas Emmart, for some years with the Louisville Provision Co., has reorganized the old Louisville Packing Co., as the Thomas Emmart Packing Co., which will remodel the old plant which has been idle for years, and which will start killing beeves, hogs, sheep, etc., in large quantities probably the latter part of the year. The company will become large consumers of barrels.

### May Supply Knocked-Down Tobacco Hogsheads

Paul Dysart, Jr., manager for the J. D. Hollingshead Co., at Louisville, reports fair business the past month, but that there is no rush. Mr. Dysart reports that he has been investigating the tobacco hogshead business, and may add a department at the local plant for supplying knock down tobacco hogsheads for packing leaf tobacco. The present large hogsheads used weigh up when filled at around 1,000 to 1,400 pounds, according to the grade of tobacco packed, as some dark tobacco is very heavy. Mr. Dysart has been wondering whether it would not be possible to break in with a smaller container, about one half the size of the present hogshead, which would be easier to handle, and which should facilitate marketing and packing.

### Will Seek Modification of the Open Competitive Plan

The American Hardwood Manufacturers' Association has arranged to hold its annual meeting in Louisville within the next four to six weeks, this action being taken at a meeting of the Board of directors in Louisville on Jan. 14. At that meeting Gen. L. C. Boyle, attorney for the organization, discussed the decision of the Supreme Court in the open competition plan suit, and it was announced that a committee of five would go to Washington in an effort to secure modification of the decision, and interpretation of the rulings, which leave in doubt just how far the organization may go in conducting a statistical bureau. The lumbermen are not through yet, and some test cases may be filed later if all other efforts to keep statistics prove a failure.

A couple of Louisville and New Albany breweries are closed and in trouble over alleged violation of the Volstead act, which is cutting down consumption of kegs and brewers equipment. One of the New Albany plants is in trouble over an alleged effort to putting out beer with more than the prescribed amount of alcohol.

### NEW SOLVAY PROCESS HEAD

E. D. Winkworth, president of Semet Solvay Company, Syracuse, N. Y., has been elected president of Solvay Process Company of the same city, to succeed E. L. Pierce, resigned.

### OIL TRADE IN PHILADELPHIA LOOKS PROMISING

Conditions in the oil trade in the Philadelphia district, as reflected in the sales of cooperage, are such as to give rise to the very strong belief that the very near future will develop a volume of business which, while it is possibly too much to hope that it will be up to normal level by that time, will, nevertheless, be highly gratifying and, generally considered, quite satisfactory. There are two or three elements present in the situation that give a very hopeful tinge to the outlook. Signs are not lacking that can be interpreted only as pointing to an approaching season of brisk trading. The stocks of cooperage, both old and new, at present held by the majority of the large oil-exporting companies, are at a low-water mark. Many of these companies have until the present hesitated over coming into the market with any volume of orders, preferring to await a further stabilization of business, and to supply their current needs by hand-to-mouth purchases.

In this policy they are pursuing what might be termed the old army game of "passing the buck." In other words, they are allowing, or rather forcing the cooperage dealer to carry the load of a heavy stock of barrels, it being necessary for him in the event that he desires to cater to the oil trade—which is by far the largest consumer in the local market—to keep constantly on hand a huge inventory because of the fact that the oil companies, when doing a normal business, ordinarily place orders in large volume for immediate delivery. This condition operates as a threat of loss of business unless warehouse and yard stocks are kept constantly at the peak.

Opinion gathered from responsible sources in the oil trade, anent the outlook for exports, trends toward the optimistic, not in a general and indeterminate or pointless way, but definitely and with decision. This optimism is also dominant in the spirits of the local dealers, who are of one mind in regard to the better prospect for business.

### W. T. SMITH LUMBER COMPANY CHANGES COOPERAGE STOCK SALES PLAN

The following announcement received during the current month from the W. T. Smith Lumber Company, Chapman, Ala., reports a change in the sales organization of their cooperage stock department. The announcement says: 'This is to advise the JOURNAL and the cooperage trade that we are handling our cooperage business direct from our own office and have discontinued The Monarch Cooperage Company as our cooperage sales organization. We manufacture pine heading and oak staves and are prepared to handle all orders promptly."

### ANDREW EBERSBERGER LAUNCHES NEW COOPERAGE ENTERPRISE

Andrew Ebersberger, formerly secretary of John Connolly, Inc., Hoboken, N. J., has severed his connection with that company and has launched a cooperage business of his own. Mr. Ebersberger will deal in new and used barrels of all kinds and sizes, and has established yards and offices at 718 Jefferson Street, Hoboken, N. J. Twenty-five years' experience in the cooperage industry, both in manufacturing and marketing, gives him a splendid equipment of practical knowledge of the business, which should give material assurance of the success of the new undertaking.

### H. ARENSON AND M. CALIG JOIN INTERESTS

Under the firm name of H. Arenson & Company, an organization was recently effected in Pittsburgh, Pa., which consolidated the brokerage business of H. Arenson and the used barrel business of M. Calig. Mr. Arenson was for many years associated with the Pittsburgh Barrel and Cooperage Co. in the second-hand barrel business, and has a wealth of experience and a host of friends in that line of trade. After severing his connections with that company he engaged in the brokerage business, handling cooperage and cooperage supplies, up to the time of the formation of the present company. Mr. Calig, Mr. Arenson's partner in the new enterprise, was the proprietor of the South Barrel Exchange, which concern he has run for years past. Warehouses and yards have been established at 519-37 McCartney Street and general offices opened at 238 Fourth Avenue.

Besides doing a general second-hand barrel business, H. Arenson & Co. will handle several lines of new barrels and kegs, representing the manufacturers on a brokerage basis. The company is equipped, both in the matter of stock and handling facilities to do business on a large scale.




# THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. BOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, FEBRUARY, 1922 No. 10

**SUBSCRIPTION**

$2.00 per year, in advance, postage free, in United States and Canada. Single copies, 25 cents.
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### GOING HALF WAY TO MEET BUSINESS PROSPERITY

The trend of the times, which finds continued retrenchment contraction and decreasion the order of procedure on the part of a certain number of business men in every line of endeavor, is the trend that will lead into morasses of trade stagnation and business loss from the abyssmal depths of which it will, in many instances be difficult if not impossible, to effect a rescue.

The greatest danger which can attend any kind of a readjustment period is that the readjustment will be carried too far and in decreasing business momentum the wheels of industry will not only be slowed down for a safe length of time but the inactive period will sink into a comatose state and finally into an inertia that will fail to respond even to the call of returning prosperity when it stands, full garrisoned, at our very doors.

There is nothing surer in the realm of Universal law, the one and only law under which man lives, than that as he plans and expects, in his mind—so is the thing established unto him. If you are, therefore, expecting a poor run of business during 1922, and, unfortunately, there is a goodly number throughout the Cooperage trade, who, sitting with folded hands, as it were, are expecting that very thing, be positively certain that is just the run of business you will have and contrawise if you are expecting and planning for a big, prosperous business year be equally certain that conditions will develop that will assure the full success of all your undertakings.

A large portion of the present day business world has come into the knowledge of the scientific law, that "Thought Poise" is what creates conditions and this knowledge being applied in many different lines of trade and business is proving the law splendidly in hundreds of instances and in the very face and in very defiance of the "bad" conditions which have held sway during the past few years. "Where there is a will there is a way" is a world old adage, the actual practical application and working power of which is but just now being made and tested.

Some of the finest reading which the past two years especially, has produced are the records of those firms and business concerns, the executive heads of which have refused to be deterred by existing trade conditions or to have their running activities interfered with to any appreciable extent whatever. And what a few have done the majority can do—if they will—especially where there is business improvement all along the line as there is at this time.

It is generally conceded that 1922 promises much in the way of sound and substantial trade success and business prosperity but it is equally as generally conceded that real action must be brought into play if the good things in store for us are to materialize.

Briefly, business prosperity is before us but we must go at least half-way to meet it. The time of retrenchment is past; the time for expansion, coupled with strong, steady and persistent soliciting of business is here, and this policy of constructive action, backed by the firm confidence that the trade improvement already evidenced is bound to increase and extend, is the motive power that will yield wonderful returns on every effort put forth to make possible the development of the business which the year holds in prospect. 1922 presents fine trade oportunities for the cooperage industry but each and every member will have to be "up and doing" if they would take advantage of these opportunities. And now is the time to get into action.

### TRADE AND BUSINESS OUTLOOK IS ASSURING

A great deal of thought and much space in periodicals and the daily press is being devoted to articles analytic of the present business situation, and of a prognosticatory character covering the opinions of the various writers as to the immediate outlook. A general view of the country-wide situation, unhampered and untinged by conditions that have a purely local application, warrants no other conclusion than that better times are at hand. There are instances of depressed business and cheerless outlook in some lines, but they are outweighed by brisk trading and rosy prospects in others. Were the whole industrial life of the country capable of measurement on a balance scale, the weight of the forward moving active lines would far exceed that of the lines that are in what might be termed business doldrums.

Men or foresight and vision, whose forte is analysis of our industrial condition, are a unit in expressing conviction that, taken as a whole, our industrial life is far beyond the crisis which confronted it six months ago, but they also issue a timely warning against unwarranted expectations of an immediate return to peak prosperity; it is on the way and approaching with steadily increasing momentum, but there are several important factors in our economic situation, the adjustment of which are necessary to our complete industrial rehabilitation.

As a general premise, all domestic industry is interdependent, and in turn our national prosperity is dependent upon that of the world at large. We have several vitally important questions of a purely domestic nature, such as freight rates, laborers' wages, farmers' credits, etc., which must be handled before our internal business can be returned to its normal plane, also the European situation—the reparations muddle, our foreign loan tangle, depreciated currency, etc.—must be adjusted in some measure before our foreign trade is brought back. However, with all this to contend with, domestic business has shown a stamina and come-back that is truly amazing, and that gives every warrant for belief that the momentum already attained will gather increasing force daily. While it would be too much to expect that the next ten days will witness a complete revival of business, nevertheless, predicating a prophecy upon what has already happened in the line of restoration, and the evidences of better business that are to be seen everywhere throughout the country, it is entirely safe to look toward the future with every expectancy of a gratifying and satisfactory volume of trade which will be based upon a sound economic foundation that is now in the making.

### THE "OPEN COMPETITION PLAN" DECISION

The decision handed down on December 19th by Justice Clarke, of the Supreme Court, in what is commonly known as the 'Open Competition Plan" case, has had by this time such widespread publicity that its provisions have probably been read and digested by all parties interested.

The conclusions drawn in the decision are clear and concise, giving a full and adequate understanding of just how far the statistical service of an association can be carried before it becomes an infringement of the law. The Supreme Court found no objection to the open competition plan as a *plan*—it was the indulgence in practices, which were beyond the scope of the plan as originally drawn, that wrecked the proposition. In so far therefore as The Associated Cooperage Industries of America is concerned, those who are using the statistical service of the organization as at present administered, need feel no temerity about continuing to do so as long as the object of the service does not include price fixing or market controlling. The right to exchange information as to sales consummated and prices received, was upheld by the decision of Judge Henderson of the Federal Court in the case of the United States versus Linseed Oil Council, which was handed down recently in Chicago, and that right is not attacked in the decision on the "Open Competition Plan" case. So long as the statistical department of The Associated Cooperage Industries is conducted along the lines that has governed its operation in the past, and is not supplemented by "gentlemen's agreements" on the side, designed to give the industry a lever by which trade can be manipulated in controvention to the Anti-Trust Law, its clientele has nothing to fear.

### JANUARY COOPERAGE BUSINESS WAS VERY SATISFACTORY, SAYS C. M. VAN AKEN

There continues to be an optimistic tone in the cooperage business. In the fruit end, prospects continue to be favorable. Someone has said that a heavy snow with cold weather is more beneficial to the apple grower than much money spent for fertilizing and January has certainly supplied an abundance of both snow and cold weather. Prices of all kinds of staves are very firm. There has been a little weakening in the price of hoops, but most of the shippers feel that February and March will produce a demand that will clean out the hoops as fast as they can be made. Therefore, any reduced prices are, as a rule, for an exceptional car and for immediate shipment. There seems to be more of an uncertainty in regard to heading prices, than any other kind of cooperage stock. Whenever an advance in price takes place in this, enough extra material seems to be quickly produced to force the price back to the former level. Whether this will apply when increased fruit business begins, is a decidedly debatable question. Much of the barrels made in around New York go for commodities exported. The export business is very quiet and hence the material used around New York for promiscuous purposes is considerably below normal. Therefore, the coopers here do not have the optimistic outlook that is so noticeable when one gets outside of the city. On the whole, January has been a very satisfactory month for most people in the cooperage line and the business in hand will make February equally satisfactory.

### INCREASING CONSUMPTION LOOKED FOR BY W. C. HARTMAN

Business has improved a great deal. Inquiries are coming from various sections on nearly every commodity connected with the making of a barrel. However, there is not yet any large amount of contracting by the larger purchasing agents, and the business is miscellaneous and spotted, with volume moderate and prices showing little tendency to advance, excepting possibly southeastern staves. At present prices mills can not operate at more than an even deal as an average. At least this is the conclusion that one must draw from the various reports of manufacturers.

Mill operations continue on a limited basis, but stock is coming out in sufficient quantities to supply the demand. We are looking for a very material increase in volume during the next few months, with a tendency toward advancing prices.

### SHORTAGE OF STOCK LIKELY TO DEVELOP DURING SPRING, SAYS JAMES INNIS

The season for stocking the Northern mills with logs and bolts is unusually late this season. Practically no hauling has been done up to the middle of January, and consequently the stocks at the mills will be very light. It is about the beginning of the rainy season in the South, and owing to the depressed market, only enough logs have been taken out to keep the mills running to 30 or 40 per cent. capacity, until logging again becomes feasible.

Stocks of manufactured material at the mills are hardly 50 per cent. of normal, and the same applies, as nearly as can be ascertained, to stocks in the hands of the consumers.

It looks, therefore, if business opens up in the spring, at anywhere near normal, as if there is going to be an alarming shortage of cooperage stock.

Some of the buyers are already realizing the situation, and are covering their requirements for some months ahead, where they can get the manufacturer to acquiesce. Others, realizing the likelihood of a shortage, are getting the manufacturers to cover them, prices to be fixed from time to time, according to the market.

## BUREAU OF FOREIGN AND DOMESTIC COMMERCE WILL INVESTIGATE STAVE BUSINESS

Under the auspices of the recently established Lumber Division of the Bureau of Foreign and Domestic Commerce, a world-wide investigation of the stave business will be undertaken. Mr. Axel H. Oxholm, chief of the newly-organized division, so informed an audience of lumbermen which he addressed in New Orleans in the early part of January. Mr. Oxholm is on a tour of the country gathering data and information for the use of the department under his charge, the purpose of his journey being to interview lumbermen and others interested in the woodworking industry, collecting views and opinions in the various lines coming under his supervision, which views and opinions will be given due consideration when the activities of the lumber division are finally outlined.

The work of co-relating under one head all the lines manufacturing wood products so that statistical information and trade help, both domestic and foreign, will be available, is to be one of the chief duties of the new department. Special investigations of conditions at home and abroad will be pursued as necessity becomes apparent, trade practices in foreign countries will be explained, markets surveyed, lists of dealers and agents compiled and every aid extended for the promotion of the woodworking business. Already an ambitious program of proposed activity has been laid out, one of the important items of which, insofar as the cooperage industry is concerned, is the compilation of a complete list of exporters in the United States. In this connection, Mr. Oxholm said, while talking to his New Orleans hearers, "We have under consideration, among other things, the advisability of getting up more complete lists of exporters in this country. I have never found a complete exporter's directory in this country; other countries have them, but we have not. Our idea is to get this up in loose-leaf form and give certain information about each export firm, especially trade-marks. We are great believers in trade-marking wood products, and believe it is worthy of support and encouragement. It is also contemplated to show the character of wood product handled by each concern, such as lumber, cooperage stock, railway ties, ship decking, etc. In other words, to get up a directory which can be placed in the hands of our thousand men abroad, and if an importer over there asks who are sellers of certain commodities this can be shown him."

### To Find an Outlet For Staves in Foreign Markets

Speaking of special investigations which the department will undertake, Mr. Oxholm said further, "As an example of special investigations, the stave business is very much depressed on account of prohibition and exporters are anxious to have us make a special investigation on their behalf and see if there is not some kind of an outlet. We have that on hand now and will make a world-wide investigation."

There is no doubt but that the proposed work in the interests of stave manufacturers, as outlined by Mr. Oxholm, will be a great step forward in the welfare of the cooperage industry as we can see a very great benefit and a valuable aid in an investigation such as his department is making, the results of which will be made public through the bureau's bulletins. Unquestionably, stave exporters will be glad to know that the Bureau of Foreign Commerce now has a department from which they can secure data covering foreign fields and such trade help as, up until this time, has been unavailable except through private enterprise.

## M. C. SMITH SELLS HIS HOOP PLANT AT MEMPHIS

M. C. Smith, who for years has operated a coiled elm hoop factory at Memphis, Tennessee, has disposed of his interest in the plant at that place, to the Valley Cooperage Company, of the same city. The Valley Cooperage Co. has already taken active charge of the operation. The sale does not mean that Mr. Smith is retiring from activity in the cooperage industry, as he is still associated with P. W. Hick in the Queen City Hoop Company at Greenville, Miss.

## BROOKLYN COOPERAGE COMPANY'S PLANT AT POPLAR BLUFF, MO., RESUMES OPERATIONS

After a period of inactivity covering about a year the plant of the Brooklyn Cooperage Company at Poplar Bluff, Missouri, has again been placed in operation. It is expected that a steady working schedule will be maintained for some months. An adequate stock of raw material is on hand in the company's yards.

## THE TRADE AND BUSINESS VALUE OF STANDARDIZATION

Some of the worth-while benefits that accrue to the manufacturer, wholesaler, retailer and consumer through standardization and elimination of excess variety in industry are enumerated in a report just issued by the Fabricated Production Department of the Chamber of Commerce of the United States.

"It takes 'backbone' to tell your sales forces, in these times, that you will cut your variety," the report says. "But it is being done not only by individual producers, but in entire lines through trade association co-operation. The Department of Commerce, with an eye to increasing our world's trade, also has a constructive plan to help those who desire help.

"The important role which standardization plans in industrial evolution is not generally appreciated. Here are some significant aspects of standardization, when carried out on a sound engineering basis:

"It enables buyer and seller to speak the same language, and make it possible to compel competitive sellers to do likewise.

"Better quality of product through ability of manufacturer to concentrate on better design and through the reduction of manufacturing expense.

"It lowers unit cost to the public by making mass production possible, as has been so strikingly shown in the unification of incandescent lamps and automobiles.

"By simplifying the carrying of stocks, it makes deliveries quicker and prices lower.

"It decreases litigation and other factors tending to disorganize industry, the burden of which ultimately falls upon the public.

"It eliminates indecision both in production and utilization—a prolific cause of inefficiency and waste.

"It stabilizes production and employment, by broadening the possible market, and by making it safe for the manufacturer to accumulate stock during periods of slack orders to an extent which would not be safe with an unstandardized product.

"By focusing on essentials, it decreases selling expense, one of the serious problems of our economic system.

"By concentrating on fewer lines, it enables more thought and energy to be put into designs, so that they will be more efficient and economical."

## MANY STATES REVISE STANDARDS FOR FRUITS AND VEGETABLES DURING 1921

During the past season unprecedented interest has been shown in the standardization and inspection of fruits and vegetables in the various States. Wisconsin, under the authority of a new marketing law, has promulgated grades on potatoes, apples, and cabbage and has undertaken the tremendous task of inspecting every carload of potatoes offered for shipment.

New Jersey has taken up the U. S. potato grades and has also proposed tentative grades for other important fruits and vegetables. Although shippers are not required to use the State standards the New Jersey bureau of markets has conducted an active campaign of education and has awakened much interest in the new grades through their inspection service. South Carolina has passed a marketing law which provides, among other things, for gathering and distributing timely market information and for establishing standard grades and containers.

Under the authority of a new act, Utah has promulgated grades for potatoes and apples and is doing a limited amount of inspection in connection with the State crop pest-control work. The Texas State department of agriculture in co-operation with the Federal department has prepared a revised standardization law which will be introduced in the next legislature.

The co-operative agreement with the California State department of agriculture which was entered into last year for the purpose of harmonizing State and Federal policies relating to standardization and inspection is still in effect and similar agreements have been made with the agricultural departments of Washington, Idaho, and Texas. The Pennsylvania bureau of markets has been engaged in a campaign of education looking toward the adoption of grades for apples and potatoes. The New York department of farms and markets has been doing similar work with potatoes and onions. Maine has a new shipping point inspection law and recently opened the service for potato shipments form Aroostook County. The new Colorado division of marketing which entered the field late in July established grades for a long list of fruits and vegetables and now has a force of 50 men at work inspecting carload shipments of perishables. Under the Colorado law inspection is compulsory. Minnesota, Michigan, Missouri, Nebraska, Illinois, Montana, Oregon, and North Carolina are also active.

## WANTS IN COOPERAGE LINES

*Lucius Tyler, Florence, S. C., is in the market for prices on wooden hoops for potato barrels.*

*M. A. Beeman, 1451 Broadway, New York, is in the market to correspond with wooden bung manufacturers.*

*Boone Mill Manufacturing Corporation, Boone Mill, Va., is in the market for slack barrel heading machinery, new or re-built.*

*L. L. Cohen Co., Inc., Taunton, Mass., is in the market for a second-hand tight stave jointer. State make of machine and price wanted in first letter.*

*Paul Gornyak, 156 Pawtucket Avenue, Pawtucket, R. I., is in the market to correspond with manufacturers of tight and slack barrels. Also with Coopers' tool and barrel machinery manufacturers.*

## REDUCED RATES EFFECTIVE JANUARY 30.

Reports from Memphis, Tenn., are to the effect that the Southern Hardwood Traffic Association is in receipt of advices that the lower rates on hardwood lumber and forest products announced some time ago by the Southern Pacific Railroad from Group E, west of the Mississippi, and from Group C, east of the Mississippi to the Pacific Coast, became effective January 30, 1922. The rates from the former territory are to be reduced from $1.06½ to 85 cents. All of the roads have concurred in the lower tariffs from Memphis and from Group E territory, but all of those on the east side have not yet signified their intention of participating in the revised tariffs.

The Southern Hardwood Traffic Association has been handling this matter vigorously with the transcontinental carriers during the past year or more and it is awaiting further information regarding participating east side lines before making announcement of those that will give the lower rates. In the meantime, it is continuing its efforts to have all lines serving Group C territory concur in the reductions, thus putting east side producers in position to compete on an equal basis for business on the Pacific Coast.

## TRAFFIC ASSOCIATION SECURES EXTENSION

The Southern Hardwood Traffic Association estimates a saving of between $400,000 and $500,000 to hardwood lumber shippers in the Southern and Eastern producing territory as a result of the special permission given the carriers by the Interstate Commerce Commission, on their voluntary application, to publish, on one day's notice to that body, tariffs providing for an extension of six months in the time limit on rough materials that will expire, under present tariffs, within the first four months of 1922.

The association secured a similar extension last summer and it was found that another was imperative for the reason that so little of the outbound tonnage, originating from inbound rough material, moved out during the extension period because of depression in the industry, with particular reference to the lower grades, and because of the highness of transportation costs.

## RATE REDUCTION ON KANSAS CITY SOUTHERN

The New Orleans offices of the Southern Hardwood Traffic Association have, according to announcement made at the executive headquarters of this organization at Memphis, Tenn., succeeded in securing publication of a rate of 34 cents per hundred pounds on lumber, cooperage stocks, etc., to New Orleans from points on the Kansas City Southern. This amounts to a reduction of seven cents per hundred pounds.

## ALPHA PORTLAND CEMENT COMPANY ELECT NEW OFFICERS

The directors of the Alpha Portland Cement Company, Easton, Pa., have elected the following officers: G. S. Brown, president; Frank G. McKelvy, F. M. Coogan, C. A. Irvin, vice-president; John J. Matthes, of Phillipsburg, treasurer; F. G. Lyons, of Easton, assistant treasurer; R. S. Gerstall, Easton, secretary; W. E. Viets, Chicago, assistant secretary and assistant treasurer. One of the new directors is C. H. MacNider, of Mason City, Iowa, father of Hanford MacNider, national commander of the American Legion.



## 1922 CALENDARS 1922

No year brought more or lovelier holiday greetings and New Year best wishes to the JOURNAL and its staff than did 1922, and to each and every one of our host of friends who remembered us at that time we desire to extend our sincerest thanks and deep appreciation. The inflow of cards and announcements was a flood of beautiful sentiment that gilded not only the holiday season, but was of such good-will, strength and cheer as will carry us well through the entire year of 1922.

For the subject picture of their 1922 calendar, the C. M. Van Aken Cooperage Company, slack cooperage stock, New York, has chosen a reproduction of the beautiful painting, "Devil's Tower." Rich in coloring, this picture lends itself beautifully to its paneled setting, while the calendar pad is most acceptable so far as size, etc., goes. The "Devil's Tower" is from the original by Moran, and therefore possesses all the beauties of the original.

A most lovely subject, "Just a Song at Twilight," has been chosen for the place of honor on the 1922 calendar of the Trenton Cooperage Mills, Ltd.,, manufacturers and jobbers of all kinds of slack cooperage, Trenton, Ontario. The picture depicts a home scene that is most appealing, and we are indeed glad to add this attractive calendar to our new gallery for 1922.

A very business-like and most useful calendar is the one from I. F. McLean & Co., circled heading and tight stave manufacturers of Nashville, Tenn. The calendar is large in size and carries two excellent views of the McLean plant. The calendar pad is large and distinct, so much so that there is absolutely no need to wear glasses in looking at the same.

"The Work of an Almighty Hand" is the impressive picture which adorns the 1922 calendar of Hugh O'Donnell, Inc., tight cooperage, Philadelphia, Pa., which picture is a reproduction from the famous painting by Moran. A splendid and majestic forest view comprises the body of the picture, which in its richness of color and blending of light depicts in fullest measure the spirit of its creator. The calendar pad carries a most appropriate greeting, which greeting has in it the full characteristic of the company which issued the calendar. The greeting reads thus: "Cordial greetings in deep appreciation of your good will, the most precious asset of our business." Mr. O'Donnell has made use of his fine trade slogan, "Our product is manufactured up to a standard, not down to a price," on his 1922 calendar, and it fills well the position given to it on the same.

"Pick a Back" is the subject picture chosen for the 1922 calendar of Jackson & Tindle, Inc., slack cooperage stock and forest products manufacturers of Buffalo, N. Y. The title is fully descriptive of the picture, which is warm in color and attractive in appeal of childhood. We are glad to add "Pick a Back" to our calendar picture gallery.

It was a matter of real regret that the beautiful calendar of the Crozed Stave Corporation, slack stave manufacturers of Grand Rapids, Mich., was so badly crushed in the mail. The attractive charm of the beautiful woman, which has the place of honor on the Crozed Stave Corporation's 1922 calendar, however, was sufficiently strong to win our approval, and we commend the fine taste of our good friend, E. M. Holland, in the selection which he has made. It is a pleasure to hang this calendar in our calendar gallery for 1922. The calendar is untitled, but we have called it "The Lady Beautiful."

Most lovely, indeed, is the 1922 calendar of the A. L. Hayes Company, tight stave manufacturers, Nashville, Tenn. The subject picture is "Sweet is Tipperary in the Spring," and is a hand-painted water color after the original by Haskell Coffin. Lovely woman again displays her charm in this colorful creation, and done in gorgeous shades of purple it is most alluring in every way. The mounting is most artistic, carrying out in its three-ply panels all the colors of the picture. "The Rose of Tipperary," we are frank to say, dominates our 1922 calendar gallery with her exquisite charm.

The 1922 calendar of the Pascola Stave Company, Pascola, Mo., brings to us a breath of the open in the attractive picture, "The House By the Roadside," which picture adorns their New Year's calendar greeting to their many business friends throughout the cooperage trade. The rural scene is most lovely in every way, the soft greens of the trees and grasses blending beautifully into the blue of the sky and the water of a small running brook, which forms the foreground of the picture. The calendar is a most convenient panel size and fits in beautifully with the many other 1922 calendars which we have so far received.

"The Hills of Home," a hand-painted water color after the original by Edwin Lamasure, is the beautiful subject picture which has been chosen by the Harlan-Morris Mfg. Co., tight stave and heading manufacturers, Jackson, Tenn., for their 1922 calendar. This picture is full of richness and splendor in its artistic and wonderful blending of hills and skies, while the quiet peace that prevails the whole scene reaches the beholder with even greater force than does the other characteristics of the painting. We have received many lovely calendars from our good friends, the Harlan-Morris Mfg. Company, during the past years, but none is more lovely than their 1922 remembrance.

"Mother and Babe" is the title of the subject picture which adorns the 1922 calendar of Eckhardt & Lennon Co., Inc., Monroe, La., and the picture has every charm which its title indicates. The calendar pad is large and impressive, while the whole picture, done in soft grays and browns, is most lovely in its entire conception and execution. "Mother and Babe" is a fine companion picture to "Just a Song at Twilight," and we have seen to it that they have been hung close together in our 1922 calendar gallery.

## ALL INTERESTED IN INLAND WATERWAYS AND AMERICAN MERCHANT MARINE SHOULD BE IN WASHINGTON, MARCH 1ST TO 4TH

Water transportation will be considered by no less than three conventions which are to meet in Washington during the first four days of March.

On Wednesday and Thursday, March 1 and 2, the National Rivers and Harbors Congress will hold its Seventeenth Convention in the New Willard Hotel. Secretary Weeks is unable to be present but has designated Maj. Gen. Lansing H. Beach, Chief of Engineers, U. S. Army, to speak as the representative of the War Department. The evening session on Wednesday, March 1, is to be devoted to a discussion of the proposed St. Lawrence River Ship Channel. Full announcement regarding the program will be made later.

On those same days and in the same hotel, the Woman's National Rivers and Harbors Congress will hold its Fourteenth Annual Convention.

On the two following days, Friday and Saturday, March 3 and 4, the annual convention of the National Merchant Marine Association, of which Senator Ransdell is President, will be held in the Washington Hotel.

It is expected that special railroad rates will be granted and that the arrangements will allow those who are interested both in inland waterways and in the American merchant marine to spend the entire four days in Washington.

## COMMERCE DEPARTMENT IS EQUIPPING TO BE OF IMMENSE VALUE AND SERVICE TO EXPORTERS

In one of his speeches to lumber and woodworking men on the recent trip throughout the South Axel H. Oxholm, Chief of the Lumber Division of the Bureau of Foreign and Domestic Commerce, Department of Agriculture, said in part:

"There is a close co-operation between the lumber division and the other divisions of the Department of Commerce. We have recently established a commercial law division which makes it a business to study the commercial laws of other countries, and we think we have about the best man in the country. If you have any agents you wish to appoint, or collections to make, and don't know how to go about it, or have any other legal inquiry, just send us a line and we will place it in the hands of this law man. Also we will be glad to give you any information about foreign customs. It frequently happens that representatives of foreign countries in Washington come to our tariff division to get information about their own countries. We have a transportation division with a large organization and can give you information about freight rates, steamship lines and transportation facilities to all parts of the world.

## COOPERAGE MANUFACTURERS SHOULD ATTEND KILN-DRYING COURSE

The Forest Products Laboratory announces the dates of the next course in the kiln-drying of lumber, which will be given at Madison, Wis., under date of June 5 to 16, 1922. The first course of the year has just been completed, having been given from January 16 to 27. As the JOURNAL has frequently pointed out the instruction and information made available at the sessions of these courses is highly valuable to the manufacturer who uses a kiln in turning out his product, and full advantage should be taken of the opportunity afforded by them to improve our knowledge of this vexatious subject. Arrangements have been perfected under which the laboratory will give several courses, at different dates throughout the year, at various points in the pine, fir and redwood regions of the Pacific States, where considerable interest has been aroused in the matter. Enrollments for the June course at Madison are being made now, and applications should be sent to the Director, Forest Products Laboratory, Madison, Wisconsin.

## CORRESPONDENCE COURSE IN KILN-DRYING IS POPULAR AND WIDELY DISTRIBUTED

Since the announcement of the correspondence study course in kiln-drying of lumber by the extension division of the University of Wisconsin less than two years ago, almost 400 persons have enrolled. This course has been developed through co-operation of the U. S. Forest Products Laboratory. Men from 37 States of the Union and seven foreign countries have taken up this mail instruction to learn more about the art of operating dry kilns, and the proper handling of lumber in general.

The distribution of the students according to States reflects fairly well the location of the lumbering and wood-using industries. The registration runs as follows: Indiana, 39; Wisconsin, 37; Michigan, 35; California, 23; Illinois, 19; New York, 18; Pennsylvania, 13; Missouri, 12; Washington, 12; Louisiana, 11; Kentucky, 10, and all other States 109. The registration from foreign countries includes 16 from Canada, and one each from Mexico, Panama, Porto Rico, England, China and New Zealand.

This correspondence-study course is an outgrowth of the resident short courses which have proved so successful at the U. S. Forest Products Laboratory, located on the university campus. It was early recognized that much of the information on improved methods of kiln-drying could be taught by mail. Many men who cannot avail themselves of the class instruction in kiln-drying given at regular intervals at Madison enroll for the correspondence study course and so obtain valuable information upon the latest developments in the seasoning of wood.

The course consists of ten assignments prepared in a systematic way, taking up the subjects from the structure of wood, its moisture content, shrinking and case-hardening, on through a discussion of the various types of kilns, heat, humidity, circulation and the operation of kilns. Drying schedules for all of the more common kinds of wood are included.

The text used in this course is specially prepared and in such a form that it can readily be understood by any one with only a common school education. Many of those who have successfully taken the course had not finished the common school grades. Others have had more education, while a considerable number have been college graduates. But the way the work is organized, the value of the course can be easily fitted to the needs of the individual, and each one with the co-operation of the instructor builds up a series of papers that when completed make a volume of information exactly suited to each individual.

The extension division of the University of Wisconsin, Madison, will gladly supply information on request.

## AMERICAN HARDWOOD MANUFACTURERS' ASSOCIATION WILL MEET IN MARCH

The American Hardwood Manufacturers' Association will meet in Louisville, Ky., March 7th and 8th, according to a call sent out by R. M. Carrier, chairman of the board of directors. This will be the first meeting since the Government filed suit to stop the activities of the statistical bureau of the association in Memphis in 1920.

## OIL COMPANY ORGANIZES

The Harper Oil and Refining Company, Tulsa, Okla., just organized with a capital of $200,000, will erect a refinery at Henryetta with a daily capacity of 1,000 barrels.

# Wooden Barrel Proves Too Severe A Test For Houdini—The Handcuff King

Houdini, the world-famous magician, has a seemingly unexplainable ability to extricate himself from every device or contrivance ordinarily used for man's restraint or confinement. He can slip out of the most efficient pair of handcuffs or straight-jacket with a nonchalance that is amusing. The strongest barred and most intricately locked cell are not able to hold him. He has been bound up in sacks, boxes, hog-tied and trussed in the most approved style, only to escape forthwith. He has been shackled hand and foot, thrown off a pier into the East River and he bobbed up smiling in a few seconds. As a matter of fact, it seems absolutely impossible to confine or restrain him in any way. However, while playing at B. F. Keith's Theater in Philadelphia recently, he was confronted with a challenge which apparently stumped him. Hugh O'Donnell, local dealer in cooperage, having an abiding faith in the wooden barrel as a container, or, in this case as a restrainer, addressed a communication to Mr. Houdini in which he offered the latter an opportunity to disprove Mr. O'Donnell's contention that the tight oak barrel as now made would succeed where all other agents have failed—that is, in foiling Mr. Houdini's apparently superhuman powers of escape. The proposition was that Mr. O'Donnell would take an ordinary 50-gallon, 6-hoop oak barrel from his stock, remove the head, put Mr. Houdini inside, replace the head, redrive the hoops, and if Mr. Houdini was able to escape from the barrel Mr. O'Donnell would donate $1,000 to be distributed among local charities at the direction of a committee acting as judges of the test. The only stipulation that Mr. O'Donnell insisted upon was that the test should be made at a regular performance at Keith's Theater in full view of the audience, and be judged by a committee of five men selected by the cooperage departments of the five local oil refineries. Needless to say, Mr. Houdini did not accept the challenge.

**Mr. O'Donnell's Challenge**

PHILADELPHIA, January 23, 1922

Houdini,
c|o B. F. Keith's Theatre,
Chestnut, ab. 11th Street,
Philadelphia.

DEAR SIR:—Permit us the pleasure of matching your seemingly supernatural talents against the product of our craft, the wooden barrel.

We are confident that the Cooperage Industry, one of the most essential to, and the oldest in the history of mankind, will go on record as being the first and only means of preventing your escape where all other methods, including locks, bars, the strongest and best fortified prisons throughout the entire World, steel tanks, drums and all other containers have failed.

MR. HUGH O'DONNELL AND HIS WHITE OAK OIL BARREL

We therefore submit the following challenge for your consideration:—We will take from our stock an ordinary six hooped 50-gallon White Oak Barrel, remove one of the heads, placing you on the inside your hands and feet free (other challengers have insisted on you being shackled hand and foot in similar tests) but we will not even ask the privilege of using small hoop fasteners, only driving down the hoops. We will go still further and extend you the courtesy of having the bung hole open, but will insist that the test be in full view of the audience, and a committee selected by Cooperage Departments of the five local refineries, namly: the Atlantic Refining Co., the Sun Co., the Crew Levick Co., the Union Petroleum Co., and The Texas Company.

If our container fails in this test it will be the first time in the history of the wooden barrel as a container and we will donate $1,000.00 to be distributed among local charities as the Cooperage Committee see fit.

Trusting this meets with your approval, and thanking you in advance for the opportunity of "barreling" you up, we beg to remain,

Yours very truly,
HUGH O'DONNELL, INC.
By HUGH O'DONNELL,
*President.*

**The Reply**

THE B. F. KEITH CIRCUIT
B. F. KEITH'S THEATRE
PHILADELPHIA

January 25th, 1922

Mr. Hugh O'Donnell
Meadow & Snyder Ave.,
Philadelphia

DEAR SIR:—In reply to your letter of the 25th inst., containing challenge for Mr. Houdini, would say I have taken this matter up with him and he is no longer accepting challenge of this kind.

Very truly yours,
GEORGE M. YOUNG,
*House Manager.*

## COOPERAGE IN BORDEAUX—USE OF AMERICAN STAVES

(Consul Theodore Jaeckel, Bordeaux, France, Dec. 7)

The controlling factor in determining the selling prices of French barrels used in the wine and other industries requiring cooperage supplies has heretofore been the cost of American barrel staves. The latter are far superior in quality to barrel staves produced elsewhere, with the possible exception of those made in Czecho-Slovakia, and their use is almost obligatory in the manufacture of stout barrels of the higher grades. When the war started American staves sold in Bordeaux at prices ranging from 1,800 to 2,000 francs ($360 to $400) per thousand. During 1920 the price increased to 22,000 francs per "grand milier" (1,600 staves), or 13,750 francs per thousand ($2,648 at the normal rate and about $995 at the average rate of exchange for October, 1920), and the price for new "barriques" (barrels containing 225 liters) rose to 220 francs each as a result. The cooperage industry of the district, which is an important one, underwent a serious crisis, for wine producers ceased all purchases of barrels. To make matters worse, the wine industry was undergoing acute depression and the prices of wines had fallen to exceedingly low levels. Under the circumstances the local demand for barrels was further lessened. Export markets, moreover, were not available, since the Government had prohibited the exportation of barrels and barrel staves. Eventually the manufacturers, who were carrying large stocks of cooperage supplies of which they could not dispose, were obliged to shut down their factories.

**Export Restrictions on Staves and Barrels Removed**

Within the last few weeks the situation has changed slightly for the better. Not alone have the restrictions on the exportation of barrels and barrel staves been removed, but the offering of better prices to the wine growers since the recent harvest has created a lively demand for new barrels. This new demand has been further stimulated by the very considerable fall in the price of staves. The latter are now to be had at much more reasonable prices, new barrels (containing 225 liters of American or Czecho-Slovakian oak selling at from 90 to 95 francs, as compared with 220 francs a year ago, and barrels of sized chestnut for 45 francs. The stocks of barrels made of French staves held by the manufacture of wine and olive-oil containers is at present suspended, due primarily to the lessened exports of wine during the present year, and the fact that the greater part of the olive-oil exports from this port are being shipped to Italy in second-hand barrels from that country.

According to information obtained from the local stave dealers, there is on hand at the present time between 50 and 60 milliaries (1,200 staves in each milliare) of oak staves and 40,000 to 50,000 botadas of Italian chestnut staves.

The depreciation of the Italian lire and high quotation of the United States dollar, when exchanged for the Spanish peseta, result in a marked advantage for the Italian chestnut staves.

During the first four months of 1921 the quantity of staves imported into Malaga was as follows: From the United States, 48,170 pounds in January and 1,272,766 pounds in March; from Italy, 245,300 pounds in February, 398,200 pounds in March, and 596,200 pounds in April. All of the staves imported from the United States during this period were oak, while those from Italy were chestnut.

## NEW COOPERAGE COMPANY APPLIES FOR CHARTER

An application has been filed in Delaware for the chartering of a company to manufacture staves, hoops and heading, which is to be known as The Allen Cooperage Company. The names of the incorporators set forth in the application are T. L. Croteau, M. A. Bruce and C. H. Blaske. The matter is being handled by the Corporation Trust Company of America. No details as to location of plant, production capacity, marketing policy, etc., have as yet been made public.

## MARKET FOR STAVES IN ALGERIA

Reporting from Algiers, Consul E. A. Dow, says:

"At present there appears to be a good market in Algeria for American staves, as the disturbed conditions existing in the stave-producing regions of Europe are enhancing the market possibilities for American staves.

During the first 10 months of 1920 Algeria imported 15,773 metric tons of staves, at a value of 19,721,000 francs, and 5,566 tons, valued at 5,730,000 francs, during the same period of 1921. The wine industry is the most important in the country, and the oval-dressed French claret stave, which is of the split variety, is generally used. The dimensions most in demand are 42 inches for the shooks and 24, 28, and 34 inches for the headings, with a thickness of 1½ to 1¾ inches and 3 to 6 inches wide. The foregoing dimensions are given in French inches, which are equivalent to 1.102 English inches.

## COAST FLOUR TRADE FALLS

Report from Seattle, Wash., under date of January 29th, was to the effect that interrupted cable service reduced the inquiry among Coast mills for flour for the Oriental trade, but it is established that Australian millers are quoting twenty cents per barrel under the Coast prices into Hongkong and have kept American millers out of the trade. Mills on the Columbia River have been cutting prices, while Puget Sound exporters have raised prices ten cents per barrel.

Approximately 35,000,000 bushels of unsold wheat is held in that section. Approximately 45 per cent. of the 1921 crop of the State is held in the country or warehoused by dealers. The country is now willing to sell and a brisk movement to market is expected within the next thirty days.

The Orange Naval Stores Company, Orlando, Fla., has been organized with a capital stock of $75,000 and headquarters will be in that city.




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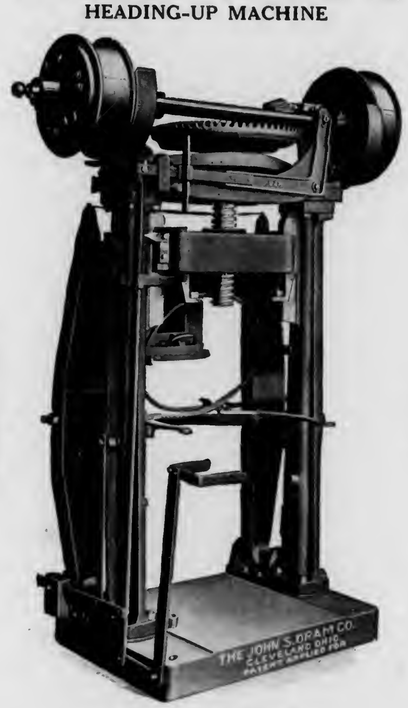

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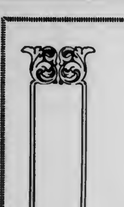


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# Chicago Reports Cooperage Business Held in Check by Lack of Confidence and Initiative On Part of Industry to Start Something

Lack of confidence is blamed for the present dullness in the cooperage market by J. Burkhartsmeier, of Burkhartsmeier Brothers, makers of slack barrels and dealers and shippers of second-hand barrels and barrel stock.

"Until the cooperage industry can work up some degree of confidence, I do not see much chance for relief from the present situation," Mr. Burkhartsmeier said. "It is this utter lack of confidence that has put the business where it is.

"We have not experienced any additional business since the new year came in, and I do not see how business is going to get any better unless we start something and inject some life and confidence into it. That may be a task, but if we accomplish it, it will be worth while and will reward us in the end."

### Hope Transformed Into Action Would Start Something Worth While

While the cooperage industry, as a whole, is inactive in this territory at the present time, some of the members of the trade report comparative improvement since the first of the year. All are enthusiastic in the hope that some change will take place that will result in betterment of conditions in the near future. It has been an up-hill battle for nearly fourteen months, many of the leaders explained, and they are holding out firmly for a ray of sunshine.

### 1921 Yields a Quarter of Million Dollars Business to One Cooperage Concern

One company, acting as barrel jobbers, claims to have done a quarter of a million dollars worth of business in 1921, the same flourish being a direct result of the eighteenth amendment. The firm in question is the Standard Cooperage and Woodenware Company, with headquarters in Milwaukee Avenue on the northwest side of the city. They act as jobbers, in this particular capacity, for the Pioneer Cooperage Company, one of the largest firms in Chicago.

"The year 1921 was an extremely flourishing one for us," said Martin Weinberger, president of the Standard Company. "As jobbers for the Pioneer Cooperage Company, we have been shipping barrels to all points of the country, and the orders were so lively that we had a hard time keeping up with the demand. The barrels are used in private homes. We were the first concern in the United States to put them on sale in the big retail stores. In these stores the sales were beyond expectation. Our figures show that our business in 1921 amounted to a quarter of a million dollars, and we expect to do better than that in 1922.

### 1922 Grape Crop Outlook Is Good

"The grape crops were not as effective last year as they might have been, and that had a reflection. The prospects along this line for the present year are altogether bright, and we are laying all our plans for one of the biggest years on record. At the present time we have all the business we can handle, and the cooperage work we do in addition to the barrel line is contributing very satisfactorily."

### Price of New Cooperage Has Affected Second-Hand Barrel Trade

M. Donovan, of the Calumet Cooperage Company, reports some improvement since the first of the year. He declared that in his opinion the price cut in new cooperage has been too severe for the good of the cooperage trade as a whole. This company handles both tight and slack barrels. Mr. Donovan said: "Just after the first of the year we noticed an increase in business. It continued for a few weeks, but gradually slipped back into the former condition. While the spurt lasted we were kept busy getting out the work. At the present time there is little activity, but we are hoping that something will take place that will bring about a favorable change in conditions before long. We have found it a hard fight for a year or more and had looked forward to the new year to bring about an adjustment, but thus far nothing definite has happened or appeared on the horizon to indicate that a real pick-up in business is at hand, or even on the way. I believe that the cut in new cooperage prices is too much for the industry as a whole."

### Inquiries Have Improved Since First of Year

Officials of McArdle & Co., Inc., say they have observed a new trend in the market since January 1st. One development is that inquiries have increased. New business came in early in January, and for a time things went ahead at a fairly lively pace. But then there was a relapse and since that time a condition of more or less inactivity has continued. However, they express hope for better times in 1922, although they see nothing definite right now.

### Is Holding on Until Things Change

Abraham Uttal, head of the Acme Barrel Company, made the statement that "present prices on new cooperage are killing the second-hand end of the business. The new stuff is being sold at such low prices that the demand, that is what little demand there was, for the second-hand packages, has been destroyed altogether and it has put men in our particular line up against a difficult situation. Not long ago our business was worked up to a good lively pitch but then the reduction in cost of the new barrels came along and ever since that time our business has been gradually slipping away. People are not bothering with repair work so long as they can get new cooperage at such slashed prices. I am holding out in the hope that things are going to change soon."

### "Things Look a Little Brighter," Says Edward Blaul

"While December, 1921, was perhaps the worst year in our history, right now we are running along in a somewhat improved condition and it looks a little brighter," said Edward Blaul of the Ravenswood Cooperage Company, handling tights and slacks.

"January opened fairly good although we have not done anything like a normal amount of business for months. Inasmuch, however, as there has been some improvement since the first of the year the situation seems a bit more encouraging now and there is some reason to believe that things may get better in the Spring. We have been hoping for a long time that the worst was past."

### Oil Companies, Steel Barrels, vs. Economy

That some of the oil concerns are using steel containers instead of barrels to economize was the statement of S. H. House of the House-McKay Cooperage Company. This concern handles second-hand oil barrels and alcohol tights, repairing chiefly for refineries. They find little or no improvement in the cooperage business, according to Mr. House, who is secretary of the Second Hand Barrel Dealers Association of Chicago.

"Our lines have been pretty dull for the past fourteen months and the new year has failed to bring about any betterment to speak of," Mr. House said. "We did notice a little spurt of improvement immediately after the holidays but it did not survive. The fact that some of the oil men have been using steel containers instead of barrels was an added setback for us. They say they have found the containers more economical."

### Tight Cooperage Is Moving Better

At the Pioneer Cooperage Company's immense plant, an awakening in business since January 1st is reported. One of the officials of the Company said that tight cooperage was moving better during the middle of January than it had moved for some little time. Business is comparatively fair now but not at all what it should be, it was declared. "We have experienced quiet conditions for months. However our plant has been running along in good shape considering cooperage conditions in general all over the country. We looked for better business all around in 1922."

### Brief Business Reports of the Chicago Trade

John Hellmuth, of the Hellmuth Cooperage Company, says he has failed to observe any improvement thus far in 1922, but that he has hopes that the year as a whole, will yield better times for the cooperage industry than did 1921. Mr. Hellmuth tells of a slight increase in orders immediately after January 1st, but he says that it was for such a brief period as to be practically negative.

The Olympic Cooperage Company reports business practically at a standstill. Like a number of the local cooperage concerns, they noticed a brief spurt of ordering in January only to revolve into the former lethargy.

"We are managing to keep going," said L. W. Kenth, manager at the plant of the Sterling Cooperage Company. "Business is slightly better. Our increase may be estimated at about 10 percent over that of December. While that is not great, it affords a whole lot of good cheer. It is the first time in many months that we have observed any betterment at all."

J. H. Winterbotham, of J. H. Winterbotham & Sons Company, has been confined to bed in his home on account of illness. His representatives report little or no demand for cooperage but are looking forward to a pick-up in the business before Spring.

At the Huske-Dorso cooperage works, J. W. Huske reports improvement in January. He said there was no rush of business but that the orders were better and larger, indicating that a firmer market has developed for a time at least in relation to this firm's products. He is hopeful for sill better buying before spring.

Nelson Brothers report new life in the buying of their cooperage but that conditions at present are far from satisfactory. They observed the comparative improvement about the middle of January. It lasted only a few days and vanished, they said.

"Cooperage prices are all wrong and it's no wonder there is no cooperage business nowadays," said H. G. Eizner of the John E. Eizner Company. "We are getting some orders for barrels. But the business as a whole is extremely quiet. It's about time something happened to put the cooperage business back on its feet."

The Frank Gerold Company is reported to be doing a fairly good run of business considering the inactivity that is gripping the industry. But like nearly all of the Chicago officials he is hopeful for a revival of trade.

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## THE QUESTION OF TRANSPORTATION AND ITS INTEREST TO THE PUBLIC AT LARGE

A method for bringing the public interest effectively into every railroad question is proposed in recommendations made public by the Railroad Committee of the Chamber of Commerce of the United States.

These recommendations will be laid before the National Council of the Chamber at a meeting to be held in Washington, on February 8 and 9. For two days discussion will center upon the proposals now brought forward and at the end there will be recommendations to the Board of Directors of the Chamber regarding the procedure it should follow.

"The breadth and interest of the discussion will be understood," said a statement by the Chamber, "when it is recalled that more than fourteen hundred chambers of commerce and trade associations, all intensely concerned in transportation facilities, have been asked to send not only their national counsellors but also their presidents and their secretaries. Besides, arrangements are being made for participation from the point of view of the government, the Interstate Commerce Commission, and the committees of Congress that deal with regulation of commerce."

The method that is recommended is to create a new agency whose sole business it will be to consider the whole public interest and to represent it before the Interstate Commerce Commission, the Railroad Labor Board, or any other body considering questions in the field of interstate commerce. Into controversies between shippers and railroads and between employees and railroads this agency would have a duty to bring in considerations of general public policy.

The proposal for such an agency and for such a function is consistent with the National Chamber's advocacy over a period of years that on all boards and commissions having jurisdiction with respect to questions affecting transportation in any way there should always be a predominant representation of the public, as the party that has the largest and most fundamental interest.

The agency proposed takes the form of a Commissioner General of Transportation, to be appointed by the President and confirmed by the Senate. The duties of the Commissioner, as outlined by the committee, follow:

"To keep himself informed of the transportation needs of the country and make such recommendations as he may find will be for the public interest and that would tend to coordinate the administration of laws and that would make possible the articulation and economic use of all transportation facilities.

"To ascertain and report conflicting or inharmonious functions and rulings * * * that cannot be so reconciled by administrative practices as to promote the general development of the coordinated system.

"To be notified of all hearings, to be entitled to be heard and to produce evidence that will tend towards a result that will promote and facilitate the continuous development of interstate transportation adequate and efficient to meet the needs of the country.

"To render all possible assistance to the Interstate Commerce Commission in facilitating and advancing the consolidation of railroads.

"To be authorized to grant Federal Charters to corporations proposing to engage in interstate transportation by land, water or air and to convert state corporations into federal corporations."

# Memphis Reports Stock and Barrel Manufacturers Had Barrel Exhibits at Agriculture Show On January 17th and 18th

In Memphis January 17th and 18th at Community Center, North Second street, a special show was staged at which Memphis Cooperage and Cooperage stock manufacturers, slack and tight, had exhibits of their containers, barrels and kegs for all purposes. The enterprise was a Sweet Potato Show planned by J. H. Tull of one of the Agricultural Bureaus of the Tri-States to present the uses and properties of the sweet potato as well as the method of handling and shipping. The exhibits numbered 98, showing not only the product as a food item, but the syrup features, how it is used in stock feed, and also fertilizer suggestions. Mr. Tull, is superintendent of markets in Memphis. Talks were made at the show by Geo. W. Becker, of Little Rock, E. G. Wade, of the Illinois Central; T. M. Patson, of the A. and M. College, Starksville, Miss.; C. E. Brehm, of Knoxville; Geo. O. Gatlin, of the U. S. Bureau of Markets; R. B. Buchanana, of Memphis, representing the seed trade; John Gallela, the Italian Consul at Memphis; and Jos. Coscia, Memphis gardener. Cooperage exhibits were put on by the Chickasaw Cooperage Co., the Powell Cooperage Co. and The W. M. Davis Stave Co., all of Memphis.

In the Memphis section cooperage devotees are on the alert for the 1922 activities and, following that period of the New Year when nearly everybody is busy taking inventories and making plans, it is apprehended that business will be a little more brisk. In fact in slack lines the leading operators report a very good movement of stock. Tight cooperage stock is still a little quiet, but operators are wide awake for any changes that may come in either the export or domestic trade. They realize that it takes a good deal of the former to make satisfactory domestic conditions. The mills in many instances are operating piece-meal fashion, the slack cooperage stock mills, however, being relatively more active than the tight stock mills, except in the instance of a few large concerns of the latter class which are so fortunate to have large and uncompleted orders on hand from regular customers. The hoop business is good, hoops in all sizes being in good demand. Many movements of an educational and promotion character are going on in the grocery, foodstuff and allied trades that may help cooperage products.

S. N. Nelson, tight stock, reports trade conditions rather quiet but says, he looks to see improvement with the approach of spring. Weather in the Mississippi Valley has not yet been severe this season, but there has been considerable rain fall, with February the worst month of the year, yet to come. Mr. Nelson states that the export trade is still very dull with the domestic trade just a little better.

Cate--LaNieve Co. are operating their slack cooperage plants at Blytheville, Ark.; Newport, Ark.; Dyersburg, Tenn. H. L. LaNieve has returned from a fishing and hunting trip in the Reelfoot Lake section. Right now he, and Mr. Cate, together with Mr. L. Bigelow, are in Memphis planning to handle the increased cooperage activity which is expected to develop in their line.

George Nervig, of J. C. Pennoyer and Co., Chicago, was a visitor at the Memphis office recently. Mr. Nervig made a southeastern trip as far as Jacksonville, Fla. The J. C. Pennoyer Company is interested in both slack and tight cooperage, and in the keg department of the latter are getting considerable new business. Their stave mill machinery department on S. Fifth street, Memphis, and their Southern Cooperage offices in the Exchange Bldg. Memphis are active.

W. M. Davis, of The W. M. Davis Stave Co., the "Cottonwood Stave Specialists", visited St. Louis during January to confer with officials of The Associated Cooperage Industries of America on committee work. Mr. Davis reports slack stave business holding up well. The new Davis mill, with its extensive new machinery installations, is now active. The company also have the very finest timber facilities along the Mississippi river as well as boats for handling the same.

Hudson & Dugger Co., tight heading manufacturers, are as busy as conditions require. They see little change in market conditions as they have existed during recent months.

Walker Wellford, of the Chickasaw Cooperage Co., Memphis, reports business outlook some brighter than it has been, even though at the time the JOURNAL'S representative saw Mr. Wellford, the usual lull following the holidays was on. The Chickasaw Cooperage Co., are largely interested in both export and domestic trade in tight cooperage, having offices at leading ports on the Gulf and in some of the South American trade centers.

There have sprung up two or three second-hand barrel shops in Memphis and they seem to be doing a good business.

W. S. Hinzie, of Memphis, is running his tight stave plant at Cotton Plant, Ark., a short distance out from Memphis and he reports improvement in inquiries.

Henry Schmidt, of butter tub fame and formerly of Elgin, Ill., was in Memphis in January.

Mr. McKelvey, representing I. F. McLean, tight barrel stave and heading manufacturer, Nashville, Tenn., was a visitor in Memphis during January.

Mr Gooch, of Johnson Bros., Nashville, Tenn., tight stave manufacturers, was also a visitor in the Memphis trade during the past month.

F. P. Ford, of Cabot, Ark., operating in squared heading, was a visitor in the Memphis market in January.

E. A. Powell, President of the Powell Cooperage Co., yellow pine heading manufacturers, Memphis, has returned from a business trip to some of the Central and Eastern States. Mr. Powell reports some improvement in mill activities as well as in demand.

T. J. Walbert of the Mt. Olive Stave Co., Batesville, Ark., was a recent visitor in Memphis.

Fred Volterman, of Brownsville, Tenn., interested in the tight stave and heading business at Canton, Miss., with R. C. Jones & Co., was in Memphis recently. Mr. Volterman expects to see some improvement in tight cooperage before the new year has progressed far.

The Mobile Cooperage and Mfg. Co., at Mobile, Ala., is adding men in its heading department.

Lucas E. Moore, of Lucas E. Moore and Co., New Orleans, was a visitor in Memphis during January.

The Memphis Lumbermen's Club will be headed for 1922 by Joe Thompson, of Thompson and Katz. The cooperage people affiliated, are: Walker L. Wellford and Max Sondheimer both of whom are on the resolutions committee.

## FEDERAL HIGHWAY MONEY MUST BE USED WITHIN THREE YEARS

The total of Federal-aid funds for road building apportioned among the various States up to the present time by the Bureau of Public Roads, United States Department of Agriculture, aggregates $339,875,000, according to a tabulation prepared by the department and just made public. Of this sum $73,125,000 is apportioned under the Federal highway act, approved by President Harding, November, 9, last, and $266,750,000 represents the total apportionment under the old acts.

Under the terms of the new act the Federal aid money will be available to the States for two years after the close of the fiscal year for which the money is appropriated. This provision is made to apply to the money appropriated under the previous act and its amendment as well as to the new appropriation. Accordingly, the new appropriation must be expended by June 30, 1924, and the time allowed for the expenditure of the balance of the previous appropriation which remains in some States is extended to June 30, 1923. The Forest road appropriation is available until expended.

The new appropriation is to be expended upon a definite, connected system of highways in each State, not to exceed 7 per cent of the total mileage of highways already existing in the State. This system is to be divided into two parts; the first to include the more important roads, which are to be known as the primary or interstate highways; the second to include the secondary or inter-county highways. The primary roads, it is provided, shall not be more than three-sevenths of the mileage in the system. The second part will make up the balance of the system.

## DEATH OF MR. GEORGE W. McRAE

George W. McRae, eminent business man and capitalist of Memphis died at his home, 628 Adams Avenue, in that city in January. Mr. McRae was about eighty years of age and for twenty years was president of the Chickasaw Cooperage Company, but at the time of his death Mr. McRae was practically retired although still holding interests in many business and realty companies of Memphis. He was a native of Virginia and came to Memphis from Clarkville, Tenn., about sixty years ago.

## COST COUNCILS AND THEIR WORKING VALUE

The formation of Cost Councils within Chambers of Commerce and Manufacturers' Associations, where the cost accountants of the members may exchange cost methods, is urged by the Fabricated Production Department of the Chamber of Commerce of the United States.

Such Cost Councils now exist in Rochester, Chicago, Bridgeport, Buffalo and Cleveland, and twenty-two other cities have shown a lively interest. It is possible that this interest may lead to a standard program for the discussion of moot questions in cost accounting throughout the country, such as inclusion in costs of interest on invested capital, the proper charging of materials, how to account for idle time, etc.

These Cost Councils can likewise help in the establishment of a standard form of summary for costs and in standardizing the accounting terminology, and in promoting the work of uniform cost methods for industries.

The Fabricated Production Department is issuing a statement giving the scope and methods of Cost Councils in existence, a typical year's program, and typical constitution and by-laws of a Cost Council.

## FEDERAL POTATO GRADES ADOPTED IN MINNESOTA

A State inspection service on potatoes, with grades based on the Federal grades of the United States Department of Agriculture, has been established in Minnesota. Provision is made that stock grading "United States Fancy" may either be marked by that term or by that of "Minnesota North Star Grade." Upon receipt of written request, the State commission of agriculture will authorize inspection to be made at any of the three designated terminals, St. Paul, Minneapolis, or Duluth. Requests for inspection at other points in the State will be granted upon payment of the actual expense incurred, including, in addition to the inspection fee, traveling expenses and subsistence of the inspector from his headquarters to the point of inspection and return. The fee for this service is designated at $4 a car.

## TEST SUGAR-BEET SEED IN FLORIDA FOR PURITY

Because of the heavy losses experienced by beet sugar companies during the past two years through the presence of mangel wurzel, or stock beet seed in the imported sugar-beet seed, the Bureau of Plant Industry of the United States Department of Agriculture is making growing tests of samples of such seeds this winter. The tests are being made in Florida in the open air. Lots of imported seed have been sent by beet-sugar companies for testing. When any of these samples are found to contain stock beet seed, the senders will be notified before planting time.

Similar tests made in the greenhouses during the past year made possible the location of mixtures containing stock beets of red or orange colored varieties. It has been found that white-fleshed varieties of stock beets can not be determined through germination tests alone but must be grown to a considerable size before their distinguishing characteristics are discernible. That the heavy losses experienced during the past two years due to this cause constitute a strong argument for the development of an American-grown supply of sugar-beet seed sufficient for the needs of our beet industry, is the belief of the officials working on the problem.

## NAVAL STORES OPERATION RESUMES

After being down for more than a year, the rosin and turpentine oil manufacturing plant of the Newport Company, at Pensacola, Florida, will be placed in operation on January 16. Resumption of operations will afford work to 150 men. The management states that all of its large stocks of rosin, turpentine and rosin oils have been disposed of and the evidence of a better situation in the naval stores industry warrants the plant being again placed in operation. This should mean the marketing of a goodly number of barrels.

## LUCAS E. MOORE HONORED BY TRAFFIC ASSOCIATION

At the recent annual meeting, in Memphis, of the Southern Hardwood Traffic Association, Lucas E. Moore, of the Lucas E. Moore Stave Company, New Orleans, was elected a vice-president in charge of the New Orleans district. Mr. Moore, an outstanding figure in the cooperage industry, is one of the most widely known and popular men in the woodworking trade.



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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

## BUFFALO COOPERAGE MARKET

The slack cooperage business is marking time at present and shops are running at a very slow rate. In some instances plants have been shut down because of the dullness in the demand for flour barrels. How long this dullness will continue is uncertain, but millers say there is little doing in the flour demand, and more severe competition than usual for what business develops. Some Canadian flour has been selling to the baking trade, and this, of course, affects the local mills, as well as the cooperage shops.

### Are Banking on the 1922 Apple Crop

The farmers will not soon forget that their best crop last year was apples. As usual, very many of them missed it by not taking care of the trees as they should, and so the crop was not heavy, but it took exactly the opposite course from that of the year before. Barrels were low and apples were high, while the year before barrels were high and apples were low. As usual, farmers see only one year ahead, and now that the last year's crop brought a good price they will take care of their trees again. It is too early to tell about the prospects for the fruit crop, but it ought to be larger than last year.

### The Stock Price Market

Prices in slack cooperage material are a little lower than a month ago, particularly on staves. A wide difference exists between the prices made by different mills, and some having a rather good stock on hand are disposed to make lower figures on it. Quotations are now as follows:

| | |
|---|---|
| No. 1, 30-inch elm staves | $15.50a$16.50 |
| No. 2, 30-inch elm staves | 10.75a 11.25 |
| No. 1, 30-inch gum staves | 15.50a 16.00 |
| No. 1, 28½-inch elm staves | 15.50a 16.00 |
| No. 28½-inch gum staves | 15.50a 16.50 |
| No. 2, 28½-inch gum staves | 10.75a 11.25 |
| Mill run, 28½-inch gum staves, fruit | 11.75a 12.50 |
| Six-foot hoops; six-foot-nine hoops | 15.50a 17.00 |
| No. 1, 19¼-inch basswood heading | 12a12½c |
| No. 1, 19¼-inch gum heading | 11¾a12¼c |
| No. 1, 17⅛-inch basswood heading | 11½a12c |
| No. 1, 17⅛-inch gum heading | 11¼a11¾c |

### Apropos the Package and the Package Buyers

Coopers are hopeful that the mills will not get any exaggerated ideas as to the value of stock this coming season, as this is the time when all consumers are looking for the cheapest sort of package. They are passing up good quality packages oftentimes, in order to save a little money by buying a substitute. Last year in the apple trade it was baskets, which were bought because of the record-breaking prices asked for barrels in 1919.

Conditions are said to be a little more favorable in the sugar barrel trade, although the buying of sugar is on a hand-to-mouth basis, and dealers in some cases are cutting prices. The stocks in dealers' hands are reported to be unusually small, though the surplus left in Cuba is heavy. The lime, salt and cement trades are all quiet.

### Quality Packages for Quality Goods

At a recent meeting of the Niagara Frontier Car Men's Association numbering about 700 members, interesting motion pictures were shown to illustrate the loss and damage to freight shipments from improper packing. It was demonstrated that the contents of such packages might be easily lost, stolen or damaged in transit, due to the failure of the shipper properly to prepare shipments. Demonstrations were shown of the proper way of inspecting packages offered for shipment and stowing same in cars, and also the proper selection of cars. Perhaps there is room for some coopers to make better barrels, for it used to be said that a good deal of flour, for example, was lost by the sifting out of the contents of the barrel. There is no doubt that much damage is done by packing breakable goods in poor boxes, instead of in barrels.

### Personal and Trade Briefs

Willis K. Jackson, of Jackson & Tindle, will leave with Mrs. Jackson on February 11th on the steamer "Empress of France," from New York, for a three months' Mediterranean trip.

The Peter Pfeil Cooperage Works reports some slowing down in the demand for tight packages since the first of the year. The shop is making some kegs, but devoting most attention to repair work on ice-cream tubs.

The Quaker City Cooperage Co. plant states that the flour barrel demand has been quite small lately and the shop is not running as many hours as a few weeks ago.

W. G. Pennypacker, Jr., finds a light demand for slack cooperage material, but anticipates that improvement will take place within a few weeks.

Jackson & Tindle state that the slack cooperage market is not quite as strong as a month ago, and inquiry for stock is small.

Apple growers of eastern Ontario, Canada, to the number of 300, attended the annual convention of the Northumberland and Durham Apple Growers' Association at Brighton on January 18th, and listened to addresses on storage, spraying and other matters. An appeal was made for more extended use of the government storage plant at Brighton, recently erected.

## STARLING & CADY TO MOVE STAVE PLANT TO WAYCROSS, GA.

It is reported that plans have been completed by Starling & Cady, who operate a stave and lumber plant at Hahira, Georgia, to move the entire operation to Waycross, Georgia. The new location is considered more advantageous in every way than the one at present occupied.

## ANOTHER COOPERAGE INCORPORATION IN NEW YORK

J. A. Bruderman, A. L. Sherman and R. Sherman are the incorporators of a new company that will function under the name of Bruderman & Sherman, Incorporated. The firm, which is capitalized at $6,000, will engage in the manufacture of cooperage, with plant and headquarters in New York. Preliminary organization and affairs of the new incorporation are being administered from 435 Rockaway Ave., Brooklyn.

## NATIONAL FRUIT PRODUCTS CO. WILL USE MORE BARRELS

The National Fruit Products Company, of Washington, D. C., manufacturers of cider and fruit juices, is considering plans for additions to its Alexandria, Va., plant that will increase its production capacity by about 50 per cent. This company is already a large consumer of wooden packages, and with its contemplated increased production it should furnish volume business that will be well worth seeking.

## J. R. MELCHER INCORPORATES

Articles of incorporation have been granted to J. R. Melcher, G. W. Buchanan and C. J. Brown to organize under the name of J. R. Melcher, Incorporated. The capital of the new company has been placed at $00,000. They will manufacture cooperage and cooperage and cooperage stock, administering the affairs of the firm from executive offices to be established in New York City.

## NEW COOPERAGE CO. AT BOONE MILL, VA.

The Boone Mill Manufacturing Corporation, recently incorporated for the manufacture of slack barrels, crates, etc., will shortly undertake the erection and equipment of a factory at Boone Mill, Va. The new plant will be of modern design and it is proposed to fit it out with the most improved machinery that can be secured. It is expected that the building will be completed and machinery installed in the course of the early spring. The company will be headed by J. Garst as president and S. W. Bernard as secretary.

## ARKANSAS COTTONSEED OIL MILLS CLOSE

All cottonseed oil mills in Little Rock and North Little Rock, Ark., except one have shut down, and the remaining mill will close when the present thirty days' supply of seed is exhausted, according to trade report from Little Rock late in January. This is the earliest the mills have closed since the use of cottonseed oil became general, the mills usually running until early in May. The shutdown is attributed to the short cotton crop and the unusually early movement of staple and seed.

## LINSEED OIL COMPANY CHANGES NAME AND INCREASES CAPITAL

General Linseed Oil Company, Chicago, Ill., has changed its name to the General Paint and Varnish Company and has increased its capital stock from $10,000 to $50,000.

## V. J. BLOW MOVES OFFICES FROM PHILADELPHIA TO RAHWAY, N. J.

V. J. Blow, president of the Vigo Cooperage Company and a stockholder and dominant factor in numerous other cooperage operations, has announced the removal of his offices from 1108 Finance Building, Philadelphia, to Broad Street and Lake Avenue, Rahway, N. J. Aside from other holdings, Mr. Blow is heavily interested in the Cincinnati Cooperage Company of Cincinnati, Ohio, and the Bayway Cooperage Company, of Rahway, N. J.

## L. J. ARBUSTER STAVE CO. HAS FIRE

Fire of unknown origin was recently discovered in the plant of the L. J. Armbruster Stave Company at Johnson City, Tenn., which, before being controlled, inflicted a damage estimated at approximately $10,000. Repair work was started immediately and it was expected that little time would be lost in putting the plant back in operation.

## NEW STAVE COMPANY AT NASHVILLE, TENN.

The Fentress Stave Company, capital $25,000, has been organized and incorporated in Nashville, Tenn. No formal announcement of the plans of the new company has yet been made public.

DEPARTMENT OF
*The*
# ASSOCIATED COOPERAGE INDUSTRIES of AMERICA
V. W. KRAFFT, SECRETARY

OFFICE OF SECRETARY, 820 RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

### Reduction in Freight Rates I. C. C. Docket No. 12995

The long-expected decision of the Commission in the case involving specifically the rates on hardwood lumber and articles taking lumber rates, including cooperage stock, hearings on which were held in Washington, commencing October 4, 1921, has now been rendered. A statement is herewith presented showing the findings of the Commission with reference to the reductions which carriers will be expected to make effective not later than March 6, 1922.

### Extract of Decision, January 16th, in I. C. C. Docket 12995 Hardwood Lumber Rates

We find that the rates on hardwood lumber here assailed will be for the future unreasonable to the extent that they exceed the rates in effect August 25, 1920, by more than the amounts in cents per 100 pounds shown in the table below. The following table is representative only, and the rates from and to other points involved should be revised in harmony with the amounts prescribed below. It should also be understood that in revising the rates, no new fourth section departures or increases in existing fourth section departures are authorized, nor should such findings be construed as justifying or authorizing increases in any rates which are lower than if made on the maximum basis outlined:

| From | To Illinois | To C. F. A. territory | To trunk line territory, New England, and Virginia cities. |
|---|---|---|---|
| | Cents | Cents | Cents |
| Missouri ..... | 6 | 7 | 9 |
| Arkansas ..... | 7 | 8 | 10 |
| Texas ..... | 8 | 9 | 11 |
| Louisiana ..... | 8 | 9 | 11 |
| Mississippi ..... | 7 | 8 | 10 |
| Alabama ..... | 8 | 8 | 10 |
| Georgia ..... | 9 | 9 | 9 |
| Florida ..... | 9 | 9 | 9 |
| South Carolina.. | 9 | 9 | 9 |
| North Carolina.. | 9 | 9 | 9 |
| Virginia ..... | 9 | 8 | 8 |
| West Virginia... | 9 | 7 | 8 |
| Tennessee ..... | 8 | 8 | 9 |
| Kentucky ..... | 7 | 7 | 9 |

No order will be issued at this time, but carriers will be expected to file and make effective rates in accordance with the findings herein made not later than March 6, 1922, by publication upon not less than ten days' notice.

While the extent of these reductions falls far short of our reasonable expectations, in view of the situation fully and clearly presented to the Commission, it nevertheless will afford some measure of relief. The reductions average 3 to 4 cents per 100 pounds. No doubt similar reductions will be simultaneously made effective on pine and cypress lumber and articles taking lumber rates.

We will continue our efforts toward securing adequate reductions in the rates on cooperage stock as well as on finished cooperage.

It is hoped that following the present investigation by the Commission into the subject of the general level of freight rates, and in which we are represented, a definite policy will be announced with reference to general reductions.

### Western Trunk Line Docket No. 6

To our justifiable surprise and in direct conflict with assurances that had been made us, the Standing Rate Committee of the Western Trunk Line Committee have recommended the cancellation of Class D rating on barrels, casks, kegs, etc., and the substitution therefor of Fourth Class rating with a minimum weight of 10,000 pounds on slack cooperage and 12,000 pounds on tight cooperage, subject to Rule 34.

Promptly upon the promulgation of that recommendation we, together with interested members, handled the matter vigorously with the traffic officials of member lines. The subject will come up for consideration at the next meeting of the General Traffic Committee, which will probably be held in Chicago on February 7th. As a result of the strong representations that have been made to carriers, we feel confident that the recommendation of the Standing Rate Committee will be disapproved and rejected by the General Traffic Committee.

### Ratings on Iron and Steel Barrels

A number of propositions are being considered by various traffic committees involving proposed reductions in classification ratings and the establishment of specific commodity rates on iron and steel barrels and drums. In most cases an equalization to the rates applicable on wooden barrels is requested.

We are vigorously protesting the proposed adjustments. Traffic Manager C. G. Hirt attended the hearing before the Consolidated Classification Committee in Chicago, January 12th, and entered protest against the proposed reductions in the classification ratings and minimum weights on iron and steel containers. Might advise that in one of these cases, where definite action has been taken, the proposal for lower rates on such packages was disapproved.

### Domestic Bills of Lading Modification

The Interstate Commerce Commission has modified its report on No. 4844 Domestic Bill of Lading and live stock contract by authorizing two changes—one with respect to Section 7 of the conditions of the Domestic Bill of Lading, making it clear that the consignee has not been relieved of the duty of paying charges; the other change removes the word "duplicate" from in front of the word "original" on the face of the Domestic Bill of Lading. As modified, Section 7 will read as follows:

"The owner or consignee shall pay the freight and average, if any, and all other lawful charges accruing on said property; but, except in those instances where it may lawfully be authorized to do so, no carrier by railroad shall deliver or relinquish possession at destination of the property covered by this bill of lading until all tariff rates and charges thereon have been paid."

### Parcel Post Shipments

Under a recent ruling of the Post Office Department, parcel post shipments may be sealed, providing a printed label is attached giving permission to open the package if necessary, and containing a general description of the contents enclosed.

### Amended Inventories

It was found necessary to secure further information from the Bureau of Internal Revenue, Washington, D. C., with reference to the filing of amended inventory returns; hence the delay in advising members further regarding this matter.

### Canadian Customs Regulations—Marking Imports with Country Origin

The Canadian customs tariff law has been amended with reference to the marking of all goods imported into Canada after December 31, 1921. On cooperage stock, namely, staves, heading and hoops, no marking is required when coming under the provisions of Section 18.

### Time for Filing Claims

Senate Bill No. 61, extending the time for filing straight overcharge claims against the Railroad Administration was favorably adopted by the House Committee on Interstate Commerce, and it is anticipated that the measure will pass at this session of Congress. If so, claims may be filed up to September 19, 1922.

### Re-Issue Association Book

It was contemplated that the Association book would be re-issued at this time. However, inasmuch as action on the proposed revised Constitution was deferred until the May meeting, at which time some changes in rules and regulations may also be made, it was decided to defer re-issue of the Association Book until immediately following the May meeting.

### Heading Gauge

A number of orders have been received from members for the steel heading gauge exhibited at the convention and approved. An order will be placed with the manufacturer as soon as we can determine upon the number required to supply the wants of our members. Therefore, those desiring gauges are requested to advise this office promptly.

### Amendment to Section 3 of Rules Governing Inspection Service, Adopted Nov. 9th, 1921.

An inspection fee of twenty-five dollars per carlot inspected shall be paid to the Association by the shipper if the inspection report covering tight barrel staves and heading shows the shipment to contain in excess of five per cent. of a lower or inferior grade, or lower average than invoiced, and by the buyer if the inspection report shows the shipment to be within five per cent. of the merchantable grade, quality and measurement as invoiced; upon shipments of slack barrel staves, heading and hoops the inspection fee shall be paid to the Association by the shipper if the inspection report shows the shipment to be subject to rejection as provided for in Sections 6 and 7, and shall be paid by the buyer if the inspection report shows the stock to be a delivery upon his order or contract as provided for in Sections 6 and 7.

Where an official inspection is requested and it develops after arrival of inspector at point of delivery that the conditions as set forth in our rules under which an official inspection can be had, have not been complied with, the party responsible shall pay the total expense incurred by the inspector.

### Amended Inventories

The expected visit of a representative of the Bureau of Internal Revenue, referred to in our Bulletin No. 156, of October 18th, has been deferred, but is momentarily expected. As advised, those who have elected to use market value will be permitted to take as market value of December 31, 1920, the reproduction cost of that date, wherever proof is lacking of sales in sufficient quantity or volume to establish an actual market value.

It is expected that a representative of the Bureau will give us advice on the subject and illustrate the manner in which inventories should be rewritten. Members will be kept closely advised of developments.

### Statistical Classification of Domestic Commodities for Export

In accordance with the request of the Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce, we respectfully bring to your attention the necessity for accurate and detailed description of our products, shipped to foreign countries, on the "Shippers' Export Declaration". The classification for cooperage and cooperage stock which went into effect January 1, 1922, is as follows:

| Class No. | Commodity | Unit of Quantity |
|---|---|---|
| | Cooperage: | |
| 4201 | Staves, tight | No. |
| 4202 | Staves, slack | No. |
| 4203 | Heading | Set |
| | Cooperage Shooks | |
| 4205 | Tight | Set |
| 4206 | Slack | Set |
| 4209 | Barrels, Casks, and Hogsheads, empty | No. |

The compiling of accurate statistics make it necessary that full information in accordance with this schedule be shown on export declarations. It will be necessary to specify "Tight" or "Slack" as the case may be.

### Kiln Drying Courses—Forest Products Laboratory

The following courses in kiln drying have been announced by the Forest Products Laboratory, Madison, Wis.

Susanville, Cal., February 6-17.
Eureka, Cal., February 27-March 10.
Oregon—Washington, March 20-April 1.
(Place not yet selected).
Gibbs, Idaho, April 1-22.
The co-operative fee for the course is $150.00.

### Important Decision United States vs. American Linseed Oil Co. et al.

In a decision rendered by Judge Carpenter of the United States District Court, Northern District of Illinois, on November 4th, it was held that the "open price competition plan" is not in and of itself illegal and only becomes so when it is used in an unlawful manner. In this case it was found that the plan is being operated in a strictly legal manner.

### Statistical Service — Hardwood Lumber Case

In view of the widespread interest in the so-called Hardwood Lumber Case, involving the operation of an "Open Price Competition Plan" by the hardwood lumber interests, and in the recent decision of the Supreme Court with reference to the operation of that plan by those interests, our attorney, George B. Webster, has submitted his views on the effect of that decision, copy of which is presented herewith. It will be noted that there is nothing in the decision reflecting upon the legality of our statistical service as operated by us.

MR. V. W. KRAFFT, *Secretary*,
St. Louis, Mo.

DEAR SIR: In response to your request of recent date I have read the majority and dissenting opinions in the case of F. R. Gadd, et al. vs. The United States, commonly known as the "Hardwood Lumber Case", and I accordingly give you my views on its effect as follows:

By reference to previous communications of mine on this subject you will see what I considered to be the fundamental vices of the lumbermen's argument and the matters and things which in my judgment led inevitably to the condemnation of their scheme. A perusal of this opinion makes it plain that the method followed by the Hardwood Association in putting out among its members and into its files statements which could have no other meaning than to show conspiracy in restraint of trade was the cause of its own undoing. This appears plain from the following excerpt from Justice Clarke's opinion:

"Obviously the organization of the defendants constitutes a combination and confessedly they are engaged in a large way in the transportation and sale of lumber in interstate commerce so that there remains for decision only the question whether the system of doing business adopted resulted in that direct and undue restraint of interstate commerce which is condemned by this anti-trust statute."

The author of the opinion then proceeds to show how "the system of doing business adopted" brought about a violation of the statute; or in other words that the operation of the plan rather than the plan itself constituted the illegality of it.

The opinion itself discloses facts influential in the result which are not common to this Association. Thus the opinion states:

"This elaborate plan for the interchange of reports does not simply supply to each member the amount of stock held, the sales made and the prices received, by every other member of the group, thereby furnishing the data for judging the market, on the basis of supply and demand and current prices. It goes farther than that. It not only furnishes such information with respect to stock, sales and prices, but also reports, giving the views of each member as to market conditions for the next few months; what the production of each will be for the next two months; frequent analyses of the reports by an expert, with, we shall see, significant suggestions as to both future prices and production; and opportunities for future meetings for the interchange of views, which the record shows were very important."

Now, as I understand it, this Association confines itself to a consolidated report of stock on hand, sales made and prices received. It does not go further and furnish reports or suggestions as to future conditions of the market, nor afford opportunities for interchange of views by frequent meetings of those who participate in the plan. I think in these respects the essential differences between this Association and the Hardwood Association are made plain. After making the statement included in the foregoing excerpt, Justice Clarke proceeds to apply the law as written in the statute and in other decisions, and it is noticeable that the application which he makes is largely to the things which the Association did beyond the scope of its paper plan.

In my judgment there is nothing in this decision that would constitute a precedent against this Association, nor in the last analysis is there anything else in it other than a determination that a lawful plan or method may be made unlawful by the manner of its use, a proposition which in my mind is so well founded as to leave little room for argument or dispute.

Yours truly,
G. B. WEBSTER, *Attorney*

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### Merchandise Turnover and Stock Control

We have available a few copies of a pamphlet issued by the Domestic Distribution Department of the Chamber of Commerce of the U. S., on the above subject, which we can supply interested members.

### Trade Opportunities Slack

The Western Oil Corporation, Mr. H. B. May, Sales Manager, Tulsa, Oklahoma, desires quotation on lime barrels, carloads.

Grubnau Chemical Company, Waldo, New Mexico, are interested in the purchase of slack Cooperage Stock for barrels made of 30" staves and 19⅛" heading.



### CHAMBER OF COMMERCE OF UNITED STATES' REFERENDUM VOTE ON TARIFF QUESTION

Business Men's organizations, as represented in the membership of the Chamber of Commerce of the United States, have completed a referendum vote on fundamental tariff questions involving principles outside the field of partisan controversy. The results put the Chamber on record for policies that would cause important departures from earlier American procedure and methods. In view of domestic and international conditions such departures are essential, in the opinion of the committee whose recommendations have now been supported by the Chamber's membership.

A preliminary count of the ballot, made public recently, discloses that the vote did not commit the Chamber on the question of American valuation, included as one of eight propositions in the referendum, and that a decision was lacking also on the question of postponing tariff legislation until conditions become more settled.

The vote for continuation of the present basis of ad valorem duties was 979 as against 833 for instituting American valuation; and the vote on postponement of tariff legislation was 734 for postponement and 1110 against it. The Chamber can be committed only by a two-thirds majority of the votes cast. The proposal for continuation of the present system of valuations embodied a definite recommendation of the committee submitting the report voted upon. It is not unusual, however, for the membership to fail to sustain by the necessary two-thirds a particular recommendation of a committee.

The program to which the Chamber has now been committed by its membership, and incorporation of which it will vigorously advocate in pending tariff legislation, includes flexible tariff rates to be administered by a Tariff Adjustment Board; reasonable protection for American industries in destructive competition; maintenance of the anti-dumping principle; encouragement of export trade, and measures to meet foreign discriminations.

Adjustable rates already have been proposed by President Harding who, in his message to Congress on December 6 last, suggested that the executive be authorized to change duties to meet changing conditions. It was suggested by the President that the powers of the present Tariff Commission might be extended to make possible administration of such a law.

The proposal of the Chamber that a new body be created to administer adjustable rates is made with the idea that the Tariff Commission would make available to the new board pertinent facts gathered in its investigation and that the adjustment board with quasi-judicial functions should be distinct from a commission making investigations.

The propositions for which the Chamber's membership has declared, with the votes on each follow:

Legislation should permit, in the event of changes of economic factors, adjustment of tariff rates by administrative authorities within limits prescribed by Congress for the purpose of maintaining a consistent tariff policy. For, 1588; against, 304.

Creation of a Tariff Adjustment Board to administer adjustable rates. For, 1379; against, 481.

Reasonable protection for American industries subject to destructive competition from abroad and of benefit to any considerable section of the country. For, 1,840; against, 27.

The principle of maintenance and encouragement of our export trade should be observed in tariff legislation so far as consistent with protection of American industries of benefit to any considerable section of the country and subject to destructive competition from abroad. For, 1,793; against, 59.

Tariff legislation should be framed and administered with a view to meeting discriminations, direct or indirect, by other countries against American trade. For, 1,868; against, 26.

Anti-dumping legislation of May, 1921, should be maintained in principle. For, 1846; against, 37.

### HOO-HOO CODE OF ETHICS
**Our Aims:**

*One*

To fill with credit the sphere in which we are placed without interfering with the rights of others.

*Two*

To promote human advancement and higher standards of civic, social and economic relations by developing in business the spirit of the Golden Rule, which we accept as the basic principle of peace and prosperity for the world.

*Three*

To establish the spoken word on the basis of the written bond.

*Four*

To cultivate true friendship and therefore confidence between persons engaged in the lumber industry, modifying the freedom of competition with the good sense of understanding.

*Five*

To conduct ourselves and our business so that we may render service to society.

*Six*

To consider our vocation worthy and to be worthy of our vocation as the Nation's home-builders.

*Seven*

To assist liberally and sympathetically all that seeks to elevate humanity, by charity of action and thought and by justice to all men through the "Square Deal."

*Eight*

To keep in view the world of human interest and trade, seeking to promote justice and fair dealing to all nations and races and of all world understanding consistent with the maintenance of Aglo-Saxon ideals and historic Americanism.

*Nine*

To reorganize the abiding power of co-operation and organization and so to act as individuals that the Concatenated Order of Hoo-Hoo shall ever be regarded with honor as a source of community benefit and good-will.

*Adopted at 30th Annual Meeting, 9-9-21, Fresno, Cal.*

### SNELL BILL HEARINGS AROUSE INTEREST IN WOODWORKING INDUSTRIES

Lumbermen from all sections of the United States met in Washington to attend the hearings on the Snell forestry bill before the House Committee on Agriculture, the hearings starting on January 9. There is marked interest being manifested in the bill, and the lumber industry and all interested in forestry were apparently represented.

Col. William B. Greeley, chief of the United States Forest Service, was one of the first witnesses, and he told the committee the Snell bill represented the most practicable and opportune solution to the timber supply problem. Federal legislation was necessary because the problem was general and national and could not be satisfactorily solved without federal co-operation.

He then delved into a number of the problems confronting permanency of timber growth in the United States, showing the effect of fires and other damaging features that served to rapidly deplete the timber supply and curtail timber growth. He said that 17 per cent. of the timber supply at present was in nationally owned forests. He said that to provide adequate fire protection to all the forests outside the nationally-owned ones would cost $9,000,0000,000 annually. He also said, in reply to a question, it would cost from $10 to $15 a thousand feet to replace the annual net loss.

George S. Long, chairman of the forest committee of the National Lumber Manufacturers' Association, and a prominent citizen of Tacoma, Wash., stated that all 12 of the regional associations making up the National Lumber Manufacturers' Association, were in favor of the principles of the Snell bill, although there was some individual opposition among the lumbermen. He said the United States formerly had the finest forests in the world, and now had millions of acres of land and the climate to reproduce them.

Alfred Gaskill, state forester of New Jersey, spoke for his and eighteen other States that favored the Snell bill. There was considerable discussion of the many phases of the forestry problem.

### NEW COOPERAGE CONCERN TO ERECT PLANT IN BALTIMORE

The National Cooperage Co., recently incorporated with a capital stock of $250,000, is reported as considering plans and specifications for the erection of a factory in Baltimore, Md. A site has been secured at Russell and Haines Streets, and it is expected that work on the new plant will be under way in the very near future. The proposed plans call for a building of modern design and ample proportions, the exact dimensions, however, have not been announced.

### GOOD NEWS FROM WARREN, PA.

Reports from the oil-refining region around Warren, Pa., indicate a brisk business in barrels in that section. The local refineries are selling all the lubricants they are producing, using, as a consequence, a large volume of cooperage. The Warren Cooperage Company is enjoying a steady run of trade with every indication present of a continuance of heavy production.

### A NEW NATIONAL FOREST WILL BE CREATED IN PENNSYLVANIA

A new National Forest to be created on the headwaters of the Allegheny River in Pennsylvania according to an announcement of the Forest Service, United States Department of Agriculture, will minimize the danger of destructive floods in the river which have caused losses amounting to millions of dollars in the past. This river is one of the most important navigable streams in the State, and is subject to sudden floods. By perpetuating the forest areas and restocking the cut-over lands of this watershed the danger of erosion and of destructive floods will be lessened.

Tracts of land comprising 412,000 acres in Warren, McKean, Forest and Elk Counties, have been approved for purchase by Federal officials, and will be known as the Allegheny National Forest. This purchase marks the first application in Pennsylvania of the "Weeks Law" under which lands on 17 purchase areas, totalling 2,000,000 acres, have already been acquired in the White Mountains, Southern Appalachians and Ozarks. The National Forest Reservation Commission, formed under this law, approved the location for purchase of 1,080,000 acres in Pennsylvania and 62,000 acres in New York. This latter area was subsequently excluded from the program upon New York's adopting the plan of turning the land into a State park.

During the last session of the Pennsylvania Legislature an enabling act was passed permitting the purchase of lands for Federal forestry purposes in that State but requiring that all areas be approved by the State Forestry Commission and the State Water Supply Commission. Approval by these bodies of land selected as a nucleus for a National Forest has opened the way for the establishment of the reservation, and $150,000 has been set aside by the Government out of money available for such work for the purchase of land.

In addition to protecting the watershed the Allegheny National Forest will be valuable for timber production as well as for recreational development. In its administration of the tract the Forest Service will pursue the policy of establishing permanent forest communities dependent partly upon agriculture and partly upon the forest resources. The class of forest products needed by local plants will be the kind of material grown in the forest under scientific management.

Mineral and oil rights are not sought by the Government, but Federal ownership of the surface, according to forestry experts, will enhance the value of oil and gas holdings not only because the land will be protected from fire but also because timber will be grown locally for the development of these underground resources. The use of the surface for building sites and rod and pipe lines needed by the oil and gas industries can readily be secured from the Government. The headquarters of the new national forest will be located at Warren, Pa.

### U. S. LUMBER CUT DECREASED IN 1920 WESTERN STATES ALONE SHOW INCREASES

The lumber cut of the United States in 1920 was 33,798,800,000 feet, which is 2.2 per cent. less than in 1919, and 27 per cent. less than the peak in 1907.

The average price of lumber at the mill increased to $38.42 per thousand, which is a rise of 150 per cent. since 1910. The aggregate value of the cut is $1,299,000,000. These are the highest annual valuations ever recorded, but do not indicate present conditions. They merely reflect the extremely high peak in the post-war lumber prices which was passed in the first quarter of 1920.

These are the principal statistics obtained by the Forest Service, United States Department of Agriculture, in its 1920 canvass of American sawmills. They are based upon reports from 15,978 active mills out of 23,243 estimated to have been in operation. Several thousand mills cutting less than 50,000 feet were not tabulated, though allowance was made for their cut. Comparisons with 1919 are published by permission of the Bureau of the Census, United States Department of Commerce.

The States which increased their cut are all in the Pacific Coast group and the Rocky Mountains. Washington is first, as usual. Oregon attains second place for the first time, displacing Louisiana from a position held for 15 years, while California takes rank among the first five, displacing another southern yellow pine State.

In 1920 the Pacific and Rocky Mountain groups of States, combined, produced 35.6 per cent. of the cut. The eight States of the southern pine group produced 34 per cent., while all of the rest of the United States produced 30.4 per cent.

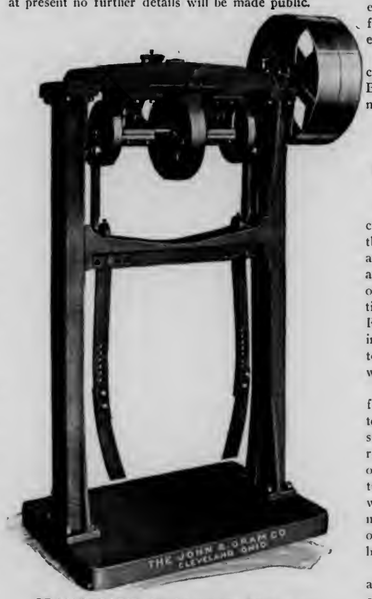
The combined production of Douglas fir and western yellow pine, which in 1919 was less than 60 per cent. of the amount of southern yellow pine cut, in 1920 became 83 per cent. This relative increase in the western species arises in part from the decrease in southern pine production, which amounted to 15 per cent. The conditions reported by southern operators, arising directly or indirectly from the World War, were so adverse that the southern pine may be expected to recover part of the lost ground during the next few years. But the indications of the statistics are that the supremacy in lumber production held by the southern pine States has passed the zenith and is moving to the West.

### CALCIUM MALATE FROM WASTE APPLES

Some time ago there appeared in the columns of the *Spectator*, a newspaper published at Annapolis Royal, Yarmouth, Nova Scotia, an article on the discovery at Annapolis of a method of extracting by-products from waste and otherwise useless apples. A Yarmouth press report on the subject says:

"It has been found that even the most intensely acid and usually worthless apple may be so treated by a simple process as to yield syrup which has been pronounced eminently desirable as a basis for other concoctions not hitherto so well supplied. And not only is this syrup valuable, but another by-product has become evident in deposits of calcium malate, the same article as is derived from maple syrup and known as sugar sand. Before the war the Germans bought this up extensively in Quebec at $1.50 or more per pound, as a source of malic acid. The process is being carried on in two evaporators and may lead to the development of an entirely new industry in Nova Scotia."

From one of the persons interested in the discovery it is learned that experiments are still going on, but that at present no further details will be made public.




ORAM'S RAPID BILGE-HOOP REMOVING MACHINE

The cut herewith shown represents the new Oram rapid bidge-hoop removing machine, of which machine, its manufacturers, The John S. Oram Company, Cleveland, Ohio, says:

"Our rapid bilge-hoop removing machine is adjustable from kegs to 70-gallon packages. Adjustments from kegs to barrels are easily made and in a few minutes. The two wrought iron arms, attached to cross head, travel up and down for a total of about 6 inches and automatically knocks off the bilge truss hoop, as quickly as the operator can push the barrel into the base, and leaves the hoops free from cuts or marks or injury.

Our rapid bilge-hoop removing machine is simple in construction, durable and rapid. Any boy can operate the machine, simply pushing the barrel onto the base while the machine is in operation and the bilge hoop will be knocked off before the barrel is pushed into the center of the base. Floor space 44"x30"; height 7 feet; weight, 1500 lbs. Light and loose pulleys 22"x4"; speed 150 to 175 revolutions per minute. This machine uses less than one horse power and runs continuously. Fullest particulars, etc., sent on application to makers."

### COOPERAGE EXPORTERS SHOULD LOOK INTO POSSIBILITIES OF DEPARTMENT'S PLAN

Motion pictures as a means of trade promotion will be used extensively in the near future by the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

In announcing its plans, the Bureau of Foreign and Domestic Commerce says that arrangements have been made with the Bureau of Mines of the Department of the Interior, to secure the services of that Bureau's motion-picture expert on a part-time basis.

In the opinion of the Department of Commerce, truly representative industrial films will provide a very effective method in promoting export trade. They should prove exceedingly helpful in convincing the people of other countries regarding the industrial ability and facilities of the United States.

The success of the venture depends upon the co-operation extended by manufacturers and business men to the Department, as the entire cost of producing the film must be borne by the company whose product is shown. Full credit will be given the co-operating company in the title of the film. However, to establish the official character of the production in the minds of the audience the main title in each case will convey the fact that the film has been produced under the direction and with the approval of the Bureau of Foreign and Domestic Commerce or the Bureau of Mines, depending whether it relates to an industrial or mining subject. Each film must meet with the approval of the bureaus mentioned before it will be officially accepted.

In making the announcement, the Bureau of Foreign and Domestic Commerce expresses the hope that many American industries will avail themselves of this opportunity to co-operate with the Government in its efforts to thus put before the world American manufacturing methods and products in this striking and effective manner.

Interested manufacturers or trade associations should communicate with Mr. M. F. Leopold, of the U. S. Bureau of Mines, Washington, D. C., for further information on the subject.

### SHIP CITRUS FRUIT BY WATER; CALIFORNIA TO NEW YORK

The latest of a series of three test shipments of citrus fruit from California to New York by way of the Panama Canal left San Pedro the middle of January accompanied by a specialist of the Bureau of Markets and Crop Estimates of the United States Department of Agriculture. The tests are being made in co-operation with the steamship company and the California Fruit Growers' Exchange, which are displaying keen interest in the work, as it is expected to lead the way to larger shipments of western fruit to the East by water.

Problems of ventilation and refrigeration of the fruit while in transit are the chief difficulties encountered in the undertaking. One of the holds of the ship is equipped with a ventilation system devised by the representative of the department, who will obtain data on the condition of the fruit carried at certain temperatures and will test the system of ventilation he has worked out in connection with his studies. The shipment of citrus fruit through the Tropics for the length of time required in water transportation has always been a hazardous undertaking.

The ship, which originally sailed with a cargo of apples from Seattle, put in at San Pedro to pick up a consignment of oranges and lemons. It is expected that the trip to New York will require between 18 and 20 days.

### AS INDIANA STATE FOREST

Report from Indianapolis, Ind., is to the effect that the State of Indiana is preparing to invest $1,000,000 in the establishment of a State forest of 100,000 acres. Lands in eleven counties on which marketable timber now stands are being surveyed. Following the survey of the lands a report will be made to the Governor.

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Manufacturer and Dealer in
Tight Cooperage Stock
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**When in the market for slack barrel or tight barrel staves, heading, and hoop machinery, as well as slack barrel and tight barrel machine, also coopers' tools, truss hoops, barrel heaters, hoop nails, etc., write us. All inquiries receive prompt attention.**

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

**FOR SALE**
**REBUILT STAVE and HEADING MACHINERY**
**Two Greenwood heading turners.**
**One heading sawing machine.**
**One No. 4 stave cutter.**
**ROCHESTER BARREL MACHINE WORKS,**
**Manufacturers of "Greenwood" Stave and Heading Machinery,**
**Rochester, N. Y.**

COOPERAGE MACHINERY FOR SALE
COMPLETE equipment for the manufacture of tight cooperage, including stave and heading mill machinery. Address, La Crosse Cooperage Co., La Crosse, Wis.

### MACHINERY FOR SALE

FOR SALE.—One Clough & Witt upright slack barrel machine and one 5 H. P., 2-phase, 220-volt motor, in excellent condition and working order. Address J. E. MURPHY, Berlin, Wis.

### MACHINERY WANTED

WANTED—Second-hand slack barrel heading machinery, double crate tenoner and mortiser, crate coupler, nailing machine, power and hand drill press, power hack saw. Address, R. C. Hearne, White Hall, S. C.

WANTED—Second-hand hoop machinery; planers, pointers and lappers and coilers. Give full information as to what you have, price, etc. Address, "HOOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### SECOND-HAND PACKAGES WANTED

WANTED—We are always in the market for 200-pound G. I. pork barrels. Let us have your quotations. John Connolly, Inc., 613 Jackson Street, Hoboken, N. J.

### SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

### BARRELS WANTED

WANTED—Immediately. No. 1 lubricating, refined, cottonseed oil, turpentine, wood and denatured oil barrels. 30-gallon gum syrups, 200 lb. galvanized hoop porks and No. 1 lubricating half-barrels. Rush quotations F. O. B. Philadelphia.
Address HUGH O'DONNELL, Meadow and Snyder Avenues, Philadelphia, Pa.

### POSITION WANTED

WANTED—Position, by an efficient and thoroughly experienced man in the second-hand tight cooperage line. Am capable of managing large plant, buying, selling, and producing results. Am a good hustler, willing to go anywhere and let the remuneration be commensurate with results. Address "G. E. S.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Position as foreman or superintendent of slack heading mill. Have had 25 years' experience in this line and can furnish the best of reference. Address "Capable," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### STOCK WANTED

WANTED—One car each of 20½" red oak oil barrel heading, 20½" white oak oil barrel heading, 21" gum syrup barrel heading, and 19⅛" pine sugar barrel heading. Rush quotations F. O. B. Philadelphia. Address HUGH O'DONNELL, Meadow and Snyder Avenues, Philadelphia, Pa.

### STOCK FOR SALE

FOR SALE—One Hundred Thousand 24" x ⅝" Regular sawn white oak mill-run staves, containing 70% to 80% spirit grade. Make your best offer on all or part, delivered your station. Address, "Oak," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Bright, Blued, Coppered or Galvanized
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FREIGHT RATES TO
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DELAWARE AND SNYDER AVENUES
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OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

**S. KLAUSNER & SONS**
DEALERS IN PREPARED
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Recoopered, Glued, and Painted Any Color Required
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**PHILAPEN COOPERAGE**
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*Second-Hand Tight Cooperage*
OF ALL DESCRIPTIONS
*Prompt and satisfactory attention given all orders*
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I am in the market for all kinds of slack cooperage stock and want your prices now.
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**Pittsburgh Barrel and Cooperage Company**
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We also Manufacture

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*EXPORT*
*DIRECT SEABOARD DELIVERIES IN CARLOADS OR LESS THAN CARLOADS*
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HOOPS
STAVES *and*
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The Wooden Barrel --- The Perfect Package
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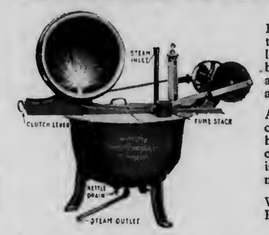


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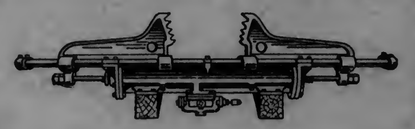

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PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

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**Dixie Portable Gasoline Drag Saw**

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Price extra 5, 5½ or 6-foot saws, each..... 11.00
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ESTABLISHED 1854
CLEVELAND - - OHIO

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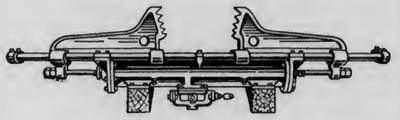

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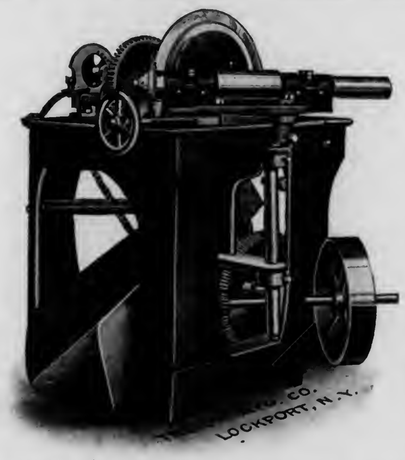





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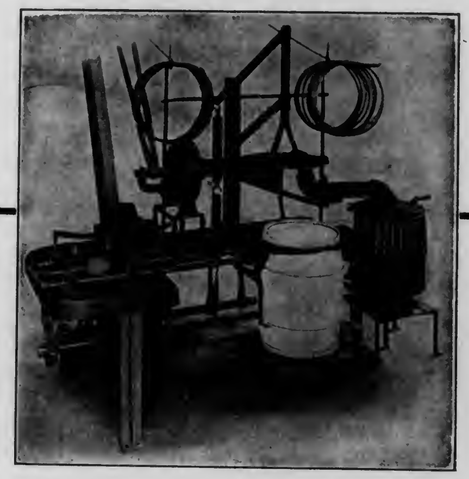

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**"Perfection" Heading-up Machine**

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

**Are You Using a "Perfection?"**

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THE NATIONAL
# Coopers' Journal
DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVII | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, March, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 11

## "Greenwood" No. 5 SLACK HEADING TURNER

**No. 5** HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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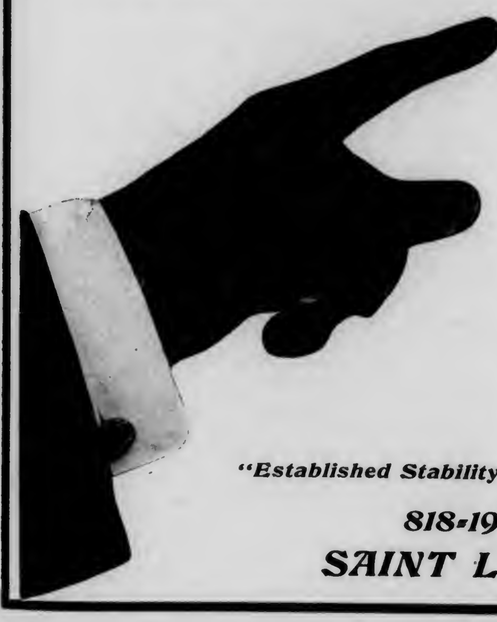
Successor to JOHN GREENWOOD

Rochester :: New York

*"Proved Responsibility"*



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From mills that are modernly equipped and competently manned

**Staves**
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From timber best suited to each individual stock requirement

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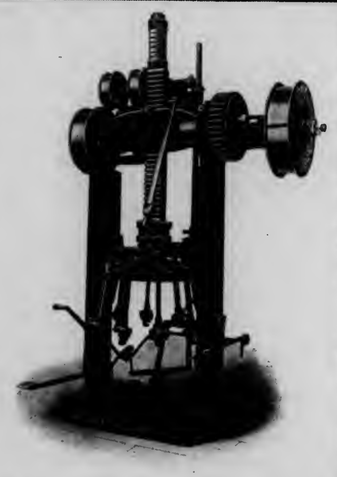

Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

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**COOPERAGE MACHINERY MAKERS**

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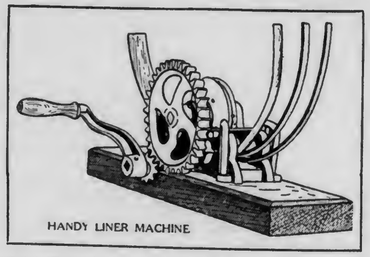
## "HYNSON" The Name that stands for "THE BEST" IN COOPERS' TOOLS AND SUPPLIES

"THE CHAMPION"
Our unexcelled Barrel Heater

### Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

**TRUSS HOOPS BOTH WOOD AND IRON**



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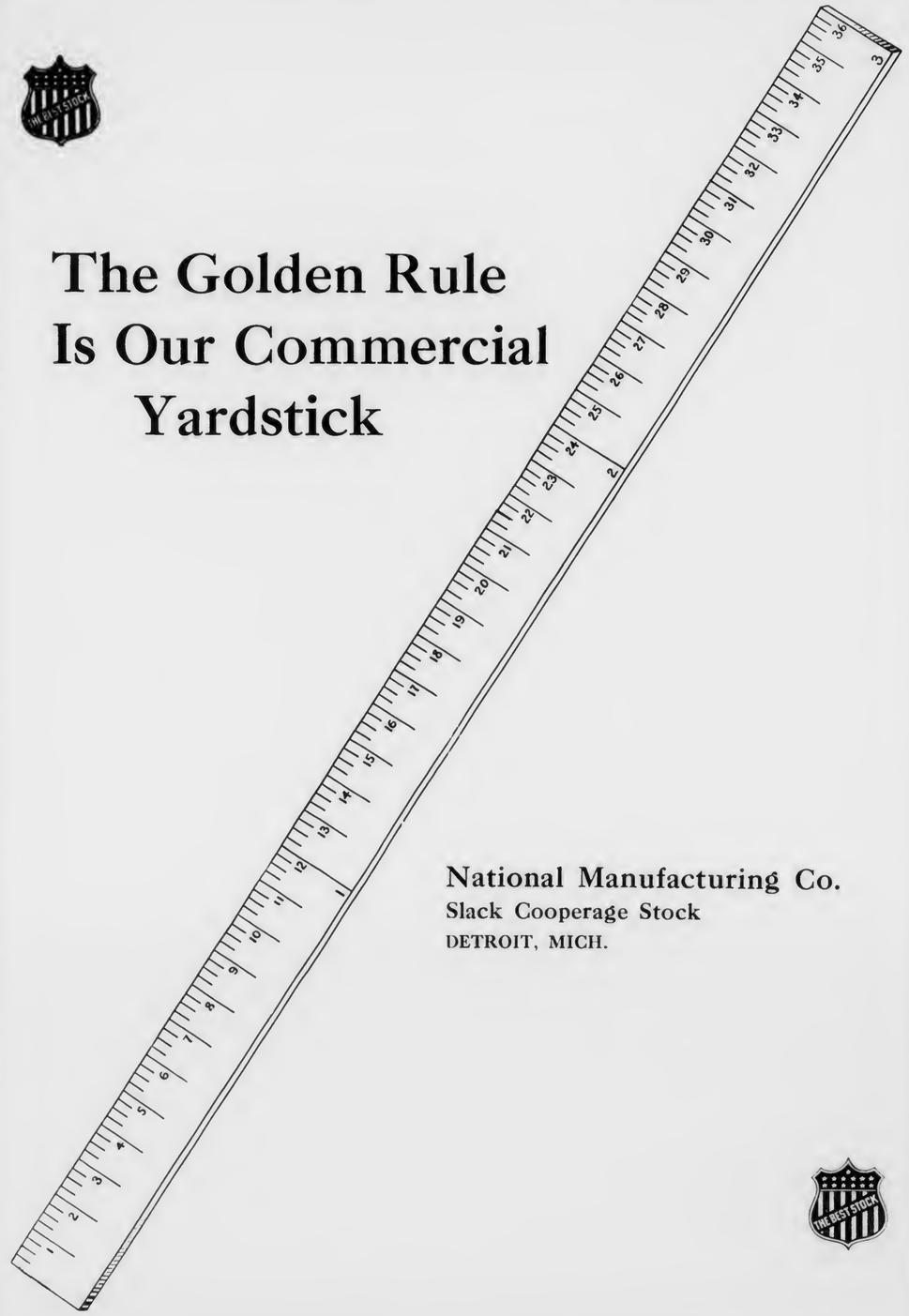
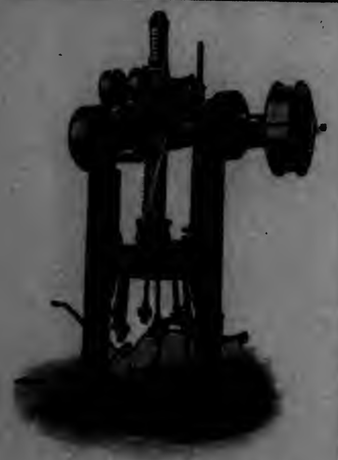
*Largest Exclusively Coopers' Tool and Supply House in the World*
*If it comes from HYNSON you know it's right.*

## The Golden Rule Is Our Commercial Yardstick



National Manufacturing Co.
Slack Cooperage Stock
DETROIT, MICH.

# Holmes Rack and Pinion Hoop Driver



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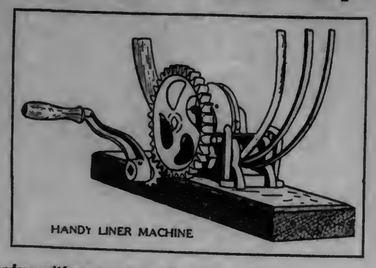

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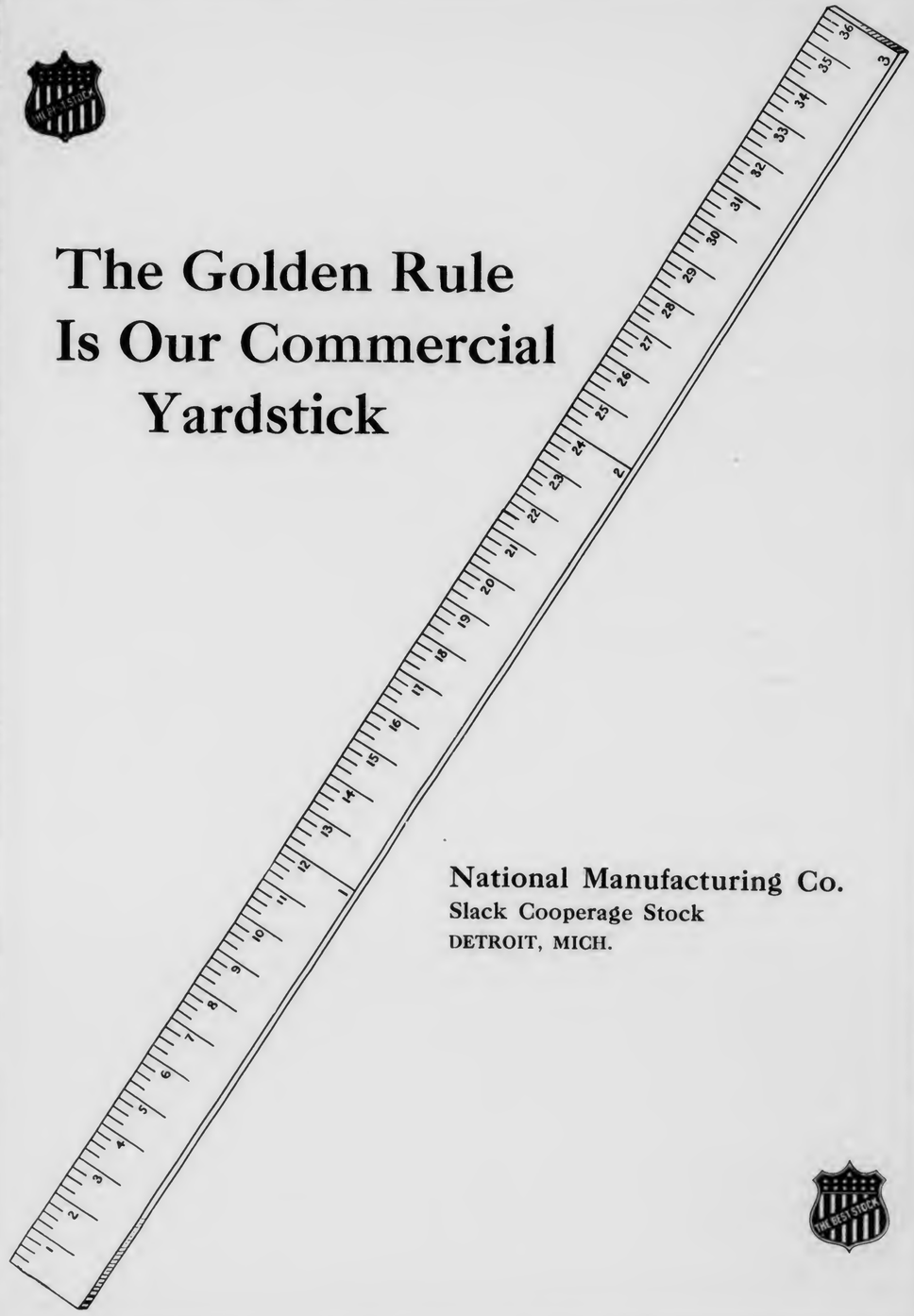

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**White and Red Oak, Gum and Ash, Kiln Dried and Jointed Staves and Circled Heading for Tight Barrels and Kegs**

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***Tight Cooperage Stock, Slack Cooperage Stock, and Machinery.***

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We are equipped, both in mills and yards to give you entire satisfaction in quality and service. - -

*Offices and Yards*
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*The* **Gideon-Anderson Company**

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*ARE OUR SPECIALTY* *BUT WE CAN SUPPLY YOU WITH*

All Kinds of Slack Staves, Hoops and Heading

Manufactured in strict accordance with Association Grade Rules and Specifications.

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Chatham, Ontario

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STOCK FOR
Sugar, Flour, Cement, Salt, Lime, Fruit and all kinds of Packing Barrels

Alcohol, Wine, Oil, Syrup, Fish, Olives and all kinds of Casks or Barrels for Liquids

*Let Us Quote Prices*

WE MAKE A SPECIALTY OF
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## BARRELS FOR ALL PURPOSES

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ALL SIZES

Lucas E. Moore Stave Co.

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SLACK BARREL MATERIAL

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# Mill Shoals Cooperage Company

Slack Stock Specialists

*MANUFACTURERS OF*

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*IF YOU WANT* **Staves** of "Quality," from 24" to 48"
**Hoops**, first class in every particular
**Heading** that is perfectly manufactured *WRITE US*

Shipments prompt and satisfactory

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Since 1897 we have been manufacturing

WE are the largest manufacturers of Cylinder Sawn Pine Staves, having in operation, owning and controlling fourteen mills, that turn out daily, when in full operation, about 150,000 Pine Staves and equal quantity of Heading to take care of the Stave output.

Why not buy direct from the manufacturers? We can take care of any orders ever so large or small, but nothing less than car load orders.

## Cylinder Sawn Pine Staves and Pine Heading

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ESTABLISHED 1904

## LOUISVILLE COOPERAGE COMPANY, Inc.

MANUFACTURERS OF

# TIGHT BARRELS, KEGS and SHOOKS

FROM FIVE TO SIXTY GALLON CAPACITY, FOR DOMESTIC AND FOREIGN TRADE

Made from Red Oak, White Oak and Gum, our packages are A-1 QUALITY, being suitable for Oil, Lard, Kraut, Cider, Vinegar, Wine, Alcohol and All Kinds of Chemicals.

WE ALSO MANUFACTURE TIGHT STAVES AND CIRCLED HEADING

Daily Capacity
1500 Barrels, 1000 Kegs and Half Barrels

*TRY OUR SERVICE—IT SATISFIES*

29th and Broadway, LOUISVILLE, KY.

STAVE AND HEADING MILLS
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SLACK COOPERAGE STOCK

MEANS

stock of splendid quality cut in modernly equipped mills by men who take a pride in their craftsmanship.

*You will find our prices attractive*

We can also quote on **Veneers**

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CROZED STAVES

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MORE THAN 500,000 apple barrels made with Crozed Staves were used in the 1921 pack. Growers, packers and dealers have discovered that this is the perfect stock for fruit barrels.

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THEY ARE CUT, CROZED, CHAMFERED and EQUALIZED in our plant, and we guarantee that they are UNIFORM

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WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."



# The National Coopers' Journal

THIRTY-SEVENTH YEAR | PHILADELPHIA, MARCH, 1922 | $2.00 PER YEAR VOL. XXXVII, No. 11


## New Orleans Reports Oil Companies Know How to Make "Quality" Wooden Barrels and Their Packages Travel the World Over

In estimating the amount of cooperage work done in this section it is customary to overlook the business of the petroleum refiners, for it is but seldom that they rely upon the general shops for their packages, their business being so large that they in many cases maintain cooper shops of their own.

**Wooden Oil Barrels Are Used Again and Again**

Oil barrels are so well made that they are always returnable, and when brought back to headquarters are cleaned up, and, if need be, re-coopered and re-painted, and used over and over again indefinitely. Many of these oil barrels go on long journeys and, no doubt, have strange experiences before they are brought back to the home shop. The Standard Oil Co. of Louisiana ships everywhere, and is continually getting back shipments of empties from every quarter of the globe. One of their colored employes in this city while washing up a shipment just returned from Central America, found $150 in British Honduras gold coins in one of the barrels. How the money came there nobody knows. It may be that some thrifty Honduran had been using the barrel as a savings bank, and that the container, with his hoard, was shipped off during his absence from the scene, or, it may be that some philanthropist put the money there as a bonus for the honest and industrious cooper who was to repair the barrel. If the latter explanation is correct, the example is a good one for other men of means to follow. If the practice of putting money into barrels when sending them back to be coopered became general it would do much to popularize the second-hand barrel business.

Even without the added attraction of hidden gold the second-hand barrel business is thriving, and has completely lost any odium that may have attached to it when it was followed only on a small scale. The dealer in second-hand barrels is now quite as substantial a business man as the maker of new packages.

**If Cooperage Trade Would Fight for Trade Extension There Would Be No Worry About Over-Production**

The lumber people here describe their business as follows: Production 25 per cent. below normal, and orders less than production. It is almost the same condition that prevails among the cooprage stock mills, except that the mill men seem to be afraid of overproduction, and are trying to keep their output down so that it will only equal their orders, and the orders are not as numerous as could be wished. The fine weather that lasted up to and through January was ideal for mill and timber operations, though but few mills availed themselves of its benefits, and when the long-continued heavy rains set in nobody seemed to mind the necessary shutdown.

**With the Sugar Trade**

The sugar grinding season is past, and if conditions were really back to normal the cooperage men would now be in touch with the refineries, and getting in line to book orders for the next season's packages.

**Once Wooden Barrel Was Practically Only Accepted Package for Louisiana Sugar**

For many years the sugar barrel business was an uncertain quantity, the refiners changing the character of their packages to suit the changing requirements of their trade, or to suit their own fancy or convenience, sometimes using barrels and sometimes gunnysacks. It was a very common thing for a refiner to plan to use large quantities of barrels, and to seem on the point of giving firm orders for the stock, but at the last moment to change his mind and ship his entire output in sacks. At other times the conditions would be reversed. He would refuse to consider barrels on any terms, but would spend half the year figuring out what he would buy with the large sums of money that he could save by using bags, then at the last moment he would change his mind and order barrels or stock, and expect to receive his supplies by the next train.

Coopers and stock men accepted these conditions as quite a matter of course, and after doing all they could to get all the business, were well content with what they did secure. At length, as the grade of sugar was improved, better and better packages became necessary, the bag was discarded almost entirely, and the barrel became practically the only accepted package for Louisiana sugar, and all the leading sugar mills wanted the best barrels that could be made.

**Has the Cooperage Industry Lost Its Nerve?**

These were the conditions known to and accepted by the trade. A good year encouraged the cooperage salesmen to renewed efforts, and a bad year made them try harder than ever, for they knew that if the barrel lost out one season it was sure to come back. Now, however, the salesmen seem to have lost their nerve over a single knockout. Anyone who has studied conditions in this section will believe that although so much of this season's sugar crop has gone into cartons and paper-lined cotton bags, this is but a temporary phase of the business, and that the barrel will soon regain its old standing with the sugar people, but, strange to say, the cooperage men do not seem to be making any strenuous or united efforts to aid the barrel to score a comeback. To be perfectly frank, while speaking among friends and brothers, they seem to be "lying down" on their jobs.

We have no quarrel with the little sugar carton It is a good package in its way and deserves its popularity, but the idea of it replacing the barrel on a large scale as a container for sugar is too absurd to be considered.

**Big Sugar Companies Prove Faith in Wooden Barrel**

The people who have the final word in the matter of sugar and sugar packages are the American Sugar Refining Co. Their subsidiary, the Brooklyn Cooperage Co., now has some large stock mills in full operation, and is engaged in growing timber on a large scale to help supply the barrels of the future. These are the people who are in the best position to judge what the future is likely to bring forth, and it is evident that nothing is farther from their thoughts than permanently giving up the barrel as a sugar container.

**Weather Conditions Do Not Injure Vegetable Crops Calling for Barrels**

Due to the unusually fine, warm weather that prevailed during the early and mid-winter, vegetation was far advanced, and so suffered severely during the heavy rains and cold snaps that have succeeded each other during the past month. However, the plants that suffered most were those that are customarily shipped in crates and hampers, while the varieties that are commonly, if not always, packed in barrels for shipment, have suffered but little. The heavy rains that for about three weeks made farm and garden work impossible, checked the demand for produce barrels, but when the rains were over, as the barrel vegetables had not been harmed, shipments began again. The actual quantity of barrels to be used for vegetables was not diminished by the bad weather, but the demand was spread out over a longer period and still continues.

**Barrel Demand for Cottonseed Oil Products Goes On As Usual—Syrup Barrels Moving**

The demand for coffee barrels, always limited, is not affected by the weather, and, though not large, is as good as ever. There are still some syrup barrels being made. The trade in tight kegs is pretty good, and the demand for cooperage for cottonseed oil products goes on the same as ever.

**Death of John G. Moll**

With deep regret we are called upon to chronicle the death of another of our old friends, the veteran cooper, John G. Moll.

Mr. Moll was a native of this State and was a resident of this city for 33 years. In his early years he was a sugar planter, but on coming to this city he founded the John G. Moll Cooperage Co. and for many years did a thriving business as the head of that concern. Seven or eight years ago he withdrew from the cooperage firm and engaged in other business. But, once a cooper, always a cooper. To the time of his death Mr. Moll took a friendly interest in the barrel business and was fond of visiting the shops, meeting his old friends and talking over trade conditions with the barrel makers.

At the time of his death, which occurred February 19th, Mr. Moll was 61 years old.

The business of the John G. Moll Cooperage Co. will not be in any way affected by the death of the founder of the firm. The head of the firm is now Mr. F. D. Charbonnet, Sr., while Mr. F. D. Charbonnet, Jr., is the active manager of the shop.

### EUROPEAN STAVE MARKET REMAINS QUIET, SAYS H. B. CARTER

The recent return of H. B. Carter, president of the General Cooperage Co., New Orleans, from a trip abroad, brought some first-hand information as to conditions on the other side as touching cooperage stock requirements.

Mr. Carter reports that the stave market in Europe remains very quiet, but is beginning to exhibit some indications pointing to the beginning of a gradual improvement in the not distant future. The depressed condition of the wine industry in France and Spain, due to the loss in large degree of important markets in the United States, Germany and Russia, has seriously curtailed the demand for the class of rough staves exported to those countries; and the cooperage industry has been operating for some months on accumulated stocks. It is his view that the present rate of consumption, although curtailed as compared with normal volume, will before long call for fresh supplies, and will lead to a substantial demand for American staves within the next few months.

### THE CUBAN STAVE TRADE

In reporting from Havana, Cuba, recently Commercial Attaché Chester Lloyd Jones, touching of cooperage, says:

"Cuba has in the past offered a good market for American cooperage, chiefly used by the breweries, distillers and sugar mills. The export of staves from the United States to Cuba declined from $286,787 in 1920 to $55,608 in 1921. As soon as the present commercial depression is over, Cuba will again be in the market for this commodity."

### GRAPE CROP OF ALMERIA, SPAIN

Writing from Almeria, Spain, Vice-Consul Percy G. Kemp has the following to say relative to the 1921 Spanish graps crop and the call it made for barrels and half barrels:

"The Almeria grape crop of 1921 was satisfactory, despite the predictions of a short crop, some 1,100,000 barrels being harvested. Ship manifests show that 1,062,747 barrels and 7,997 half barrels of grapes were shipped from Almeria in 1921, the United States taking 251,825 barrels and 2,759 half barrels. Shipments in 1920 were somewhat larger, amounting to 1,363,781 barrels and 7,863 half barrels, of which 379,971 barrels and 1,788 half barrels went to the United States."

### EXPORT BILL OF LADING EFFECTIVE MARCH 15

At a general session of the Interstate Commerce Commission, held at its office in Washington, D. C., January 30, 1922, the following order (No. 4844, Export Bill of Lading) was issued:

"Upon further consideration of the record in the above-entitled case, and of the application made by the carriers respondent herein, for a postponement for one month of the effective date of the order entered herein on October 21, 1921, and good cause appearing therefor:

*"It is ordered*, That said order of the Commission, entered herein on October 21, 1921, and by its terms effective February 15, 1922, be, and it is hereby, so modified and extended as to become effective instead on March 15, 1922.

*"It is further ordered*, That in all other respects said order of October 21, 1921, shall remain in full force and effect."

# Louisville Reports That When Consumers Have Cleaned Up Present Supplies Trade in Cooperage Lines Will Wake Up

The general demand for all classes of containers is dull at the present time. The tight cooperage interests had anticipated some fair business in February, but it failed to develop. There was a short spurt of business late in January, which caused encouragement, but it was short lived. Today demand is very slow and plants are merely operating on a slow bell. Prices are weaker and are being quoted at such a close margin that there is not much profit in anything. The slack cooperage trade is in much the same shape as the tight trade, as to volume of business, but profits in barrels look better, due to a slump in prices of stock, while barrel prices have remained unchanged.

### No Real Reason for Slow Business

No real reasons for slow business can be assigned by the local trade. It is just a question of consumers not buying, although many consumers are known to be using stock. Stocks in the hands of consumers are low as a rule. The volume of used cooperage available is not what it formerly was. Oil companies and other consumers are using and re-using cooperage, getting everything out of it that is possible, re-coopering being quite active among the consumers.

With consumers' stocks as low as they apparently are at the present time, it is believed that increased tight barrel business will have to come along before long, as present sales cannot possibly represent consumption.

Slack barrels have been in better demand for potato storage, in fact there has been more spud barrels sold this season than during any previous year. This is due to better local cold storage facilities and to the fact that second-hand produce size barrels are scarce. Farmers are, therefore, having to buy new barrels for packing seed stock away for future use along with table stock. The volume of flour packed in slack cooperage has been light for a long time, and second-hand flour barrels are, therefore, also scarce.

### The Tight Stock and Barrel Market

In tight stock and barrel lines the following quotations are made at Louisville: White oak oil staves, $50 a thousand; red oak, $45; spirit, $85; gum, $37.50. Heading—White oak, 40 cents; red oak, 35 cents; gum, 27½ cents; spirit, 62½ cents per set. Barrels—White oak, oil, $2.10; red oak, $2.05; spirit barrels, $3.50; gum, $2; white oak half barrels, $2. Kegs—5-gallon, $1.10; 10-gallon, $1.30; 15-gallon, $1.40; 20-gallon, $1.60; and mixed white and red oak kegs are 15 cents each under above quotations on straight white oak kegs.

### The Slack Stock and Barrel Market

The slack cooperage stock market is one-third lower on some stocks than the quotations of last month, but barrel prices were too low, and there has been no change made on barrels. Quotations are: Flour barrels, 75a80c.; slat, 65a70c; sugar, 90ca$1; produce or potato, 45a60c; sugar size, No. 2 stock, produce, 60a65c. Potato barrels have been dropped ten cents for cheap grade stock. In slack stock, No. 2 staves are quoted at $8 a thousand; No. 1, $14; and mill run $11a$12. Elm hoops, 6-foot, $15 a thousand; No. 1, heading, 17½ inches, 14 cents; No. 2, 10c; No. 1, 19¼, 18c; No. 2, 13c. The heading market remains unchanged.

### Stave and Heading Mills Quiet—Lumber Mills Moving Along, While Labor Is Low and Plentiful

Although labor in the South today is very low, there is not much production of staves and heading, the larger companies not making any effort to operate in the face of such a slow and uncertain market, but lumber mills are going along at a very good clip.

### Can to Can't

A lumberman, in discussing high wages paid to rail workers before the Interstate Commerce Commission recently stated that they were unreasonable, remarking that labor was to be had in the South for $1.50 per day, from "can to can't." When asked what "can to can't" meant, it was explained that this was a negro expression meaning from "can see to can't see." The JOURNAL's correspondent discussed this matter with local producers of staves and heading in the far South, and was told that labor could be had at the price quoted above and had been begging for the chance to work. However, when agricultural lines open up there will not be so much idle labor to be had at such low prices, although it is doubtful whether the farmers will lift the price up much.

### Southern Hardwood Traffic Association Makes Fine Yearly Record in Rate Adjustments, Etc.

The Louisville division of the Southern Hardwood Traffic Association held its annual meeting at the Pendennis Club, on February 8th, it being a joint meeting with the Louisville Hardwood Club. The report of Secretary-Manager Thompson covered many reductions secured in rates during the year, and also that $75,000 in claims were collected for members against the carriers, the association checking all members' freight bills at cost. The total cost of operating the office in 1921 was a fraction over $15,000, and no change was made in the budget for 1922. J. G. Brown, of W. P. Brown & Sons Lumber Co., of Louisville, which firm also has stave and heading operations, was elected president, to succeed A. E. Norman, Jr., Louisville, who had served two terms. J. H. Townshend, of the Memphis, or parent organization, gave a talk, and called attention to the fact that many members have given the association their power of attorney in routing shipments, handling traffic matters, etc., and that this was giving the organization control of a lot of tonnage, which meant that the association received more consideration from the carriers as a result.

### Apropos the Milling-in-Transit Privilege

J. Van Norman, attorney for the organization, discussed the general situation during the year, efforts to secure lower rates in hardwoods, and the very small reduction granted in January. He said that while it was not much it was something, and he urged continuance of the argument for lower rates. Mr. Norman also discussed failure of local concerns to avail themselves of the milling-in-transit privilege, which took a lot of money and years of work to secure. He remarked that a couple of local concerns were making $1,000 to $2,500 a month by using the privilege, and that any concern yarding here could save materially through its use.

### Some Business Is Being Done

C. M. Pate, of Chess & Wymond Co., has been in New York for a few days on business, while W. A. Watts is spending a few days in the South, looking over the mills. The company reports business as rather quiet in all departments, but they are doing some business and operating the local barrel mills.

### Fair Business Eventually, Says Mr. White

J. Nick White, of the Louisville Cooperage Co., remarked that he had never known a much lower market for barrels than the present market, there being no interest shown and no desire for supplies. Mr. White said: "I've heard every argument used under the sun for the present slow demand, some blaming it on freight rates and others on many things, but it appears to be merely one of those times when the consumer is running his stocks down to nothing, and this should mean fair business eventually."

### In the Refining Industry

The local and State refining industry is very dull. An involuntary petition in bankruptcy has been filed against the Aetna Refining Co., at Louisville. The States Oil Co., large jobbers, has been in bankruptcy some weeks. The Sandard Oil Company and Stoll Oil and Refining Co. plants are operating only half time. The Stoll company has purchased property for a branch distributing house on Gilbert Avenue, Cincinnati. Refiners out in the State, other than the Great Southern Refining Co., at Lexington, are not doing much at this time.

### Will Make Candy Pails

It has recently been ascertained that the Mengel Company, of Louisville, has quit producing candy pails, but the Chess & Wymond Co., finding that there was no competition locally for such business, has arranged to market a line of wooden pails and tubs shortly and is getting things into shape now to deliver such stock. Its first showing of the line was at the canners' convention in Louisville a few weeks back.

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The Barrel and Hamper Co., 51 Newark St., Hoboken, N. J., was recently organized with a capital stock of $100,000. Barrels, hampers and lumber products will be the new company's line of manufacture.

## THE PULSE OF THE TRADE

### TRADE HAS IMPROVED

CHARLES MCCARTNEY, PHILADELPHIA, PA.—Trade with us has been good the past week (February 14th), but it had been very slow for quite a few weeks previously. I do not think that business will be real good for at least six months to come.

### PRESENT OUTLOOK FAIRLY GOOD FOR APPLE CROP

HIGGS & YOUNG, INC., STAUNTON, VA.—As you already know, we did not have any apple barrel business last year on account of the freeze. The flour barrel business was not good at all. The present outlook is fairly good for a crop of apples. There are a few apple barrels being sold, but flour barrels are at a standstill, despite low prices

### FARMERS ARE PLANNING FOR BIG CROPS

LITTLETON BARREL CO. BLOXOM, VA.—Reporting as to trade conditions, want to say that business prospects allow us to be optimistic, as farmers are making large plans for crops. Mercantile business is still quiet with much credit trade being done. We are in the market for 28½" staves.

### WILL WANT APPLE BARRELS IF—

C. C. BELL FRUIT FARM, HOUSTON, TEXAS.—If we have an apple crop this year we will want barrels. If the crop is large we will make our barrels, otherwise we will buy barrels ready made.

### PRESENT BUSINESS VERY GOOD

LAYTON COOPERAGE CO., PORTLAND, ORE.—Business with us at present is very good and the outlook for the near future is encouraging, with the exception of the oil barrel market. Nearly ninety per cent. of the oil shipped in here is in steel drums.

### EXPECTS BRISK DEMAND WHEN APPLE CROP IS ASSURED

M. H. HINKLEY, BERRIEN SPRINGS, MICH.—Inquiries are coming in slowly, but I look for a brisk demand as soon as the apple crop is assured. There is a critical time ahead, but we are due for a good crop of apples and I will be in the market soon for apple barrel stock. I will also want basket machinery.

### HEAR! HEAR! SAME TO YOU, BROTHER MATHER

G. A. MATHER, PARKIN, ARK.—As to business, mill is not running and have no stock on hand. Cannot make staves at present prices. Long live THE COOPERS' JOURNAL.

### ARE LOOKING FORWARD TO GOOD BUSINESS

HOLLENBECK & SON, FORT JACKSON, N. Y.—Would say trade in our line is a little dull, as is usual at this time of year, but we are looking forward to a good business this coming season. Would be interested in receiving quotations on carload lots of spruce or hemlock staves for butter tubs.

### OUTLOOK NOT TOO BRIGHT

L. J. MAGNER, NEW ORLEANS, LA.—Business now at a standstill, as sugar season is over, and the vegetable season has not yet opened. At present the outlook is none too bright.

### BEST FEBRUARY IN 26 YEARS OF BUSINESS LIFE

E. C. LEIGHTON & SON, WINTHROP, ME.—We handle only cooperage stock to the fruit barrel trade. It is early yet for inquiries or orders, but we are looking forward to a good business the coming fruit season. All other kinds of lumber are moving steadily with us. We are pleased to remark that in twenty-six years of business we have never had a more prosperous February.

### WILL MAKE KEGS AND ICE CREAM TUBS

J. HETZEL, 147 S. 9TH STREET, EASTON, PA.—Replying to yours of the 11th inst., wish to say we are organizing a company at the present time to manufacture ice cream tubs and small wine kegs. We will be in the market for different kinds of machinery and cooperage stock to manufacture tubs and kegs. Would be pleased to hear from parties quoting prices, etc. Will let you hear from us as soon as we are organized and have decided upon a name for the firm.




# THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
J. E. MacDONALD, Associate Editor

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, MARCH, 1922 No. 11

**SUBSCRIPTION**

$2.00 per year, in advance, postage free, in United States and Canada. Single copies, 25 cents.
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### ASSOCIATION MEETING

**The Associated Cooperage Industries of America will hold its annual convention at the Planters' Hotel, St. Louis, Mo., May 3d, 4th and 5th. The greatest meeting in the history of the organization is expected.**

### NEW ADVERTISERS

**G. I. Frazier Company, Nashville, Tenn.**
**Independent Cooperage Co., Fort Wayne, Ind.**
**Matt Racki, Kirbyville, Texas.**

### TRADE EXTENSION PLANS WILL GO THROUGH

No greater stimulus to the morale of the cooperage industry or a more splendid encouragement to every loyal booster of the wooden barrel could have been given or asked for than that which resulted from the action of the members of The Associated Cooperage Industries of America in their respective group meetings during February. The Tight and Slack Groups assembled at the Gayosa, Memphis, Tenn., February 14th and 15th, and the Pine Heading Group at the Tutwiler Hotel, Birmingham, Ala., February 16th.

Not only was the attendance at Memphis a record one for monthly group meetings, but report of the proceedings revealed the gratifying fact that at least the major part of the Association membership body is not only fully awake to the crying needs of the present business situation, so far as the decreased use of the wooden barrel is concerned, but that each and every one is now willing and determined to put up a fight, through the medium of Trade Extension, to hold their own place in the industrial world.

The actual subscribing of funds, which was accomplished at Memphis and Birmingham, towards the financing of the Trade Extension programs, tight and slack, as adopted at the semi-annual convention at Atlantic City, N. J., in November, is a signal step in the direction of a progressive campaign that should be opened immediately and waged vigorously and steadily once it is started. When the cooperage industry gives its trade package—the Wooden Barrel—even a modicum of co-operation in the way of publicity support and personal boosting, the revival in business and increase in the barrel's use will be such as will astound even the most skeptical.

The JOURNAL has ever had the most absolute confidence in the wooden barrel, and since we had many years noted, with an unflagging care, what a magnificent fight it has made against encroaching substitutes, and that, too, without practically an ounce of supporting weight from the trade it has served so well, we feel sure that our knowledge of the winning points of our trade package, entitles us to our faith in what the wooden barrel can achieve in the way of recovery of lost trade and securing of new, if the cooperage industry will but render assistance and support by its trade extension work.

While there is a vast field of prospective business that can be cultivated outside the lines that are now quantity users of cooperage, there is also a vital need of education among numerous present consumers whose use of the barrel is restricted because of dissatisfaction with the service it renders, which service in many instances is chargeable to their own lack of understanding of the primary principles of handling wooden containers. In many cases where cooperage is purchased ready for use, improper filling and improper handling are responsible for an unwarranted dissatisfaction with a container that was properly made before it left the factory. In other cases, where stock is purchased and the barrels made by the consumer, careless and slipshod storage of material, together with faulty construction, turns out a barrel that, as a package, is a concrete condemnation of cooperage as a commodity. There are numerous abuses operative against the satisfaction of the barrel as a container, which can be eliminated only by education as to its proper manufacture, care and use, and this educational work should be one of the functions of the industrial field representative.

However late the trade extension movement may appear to some members of the cooperage industry, the JOURNAL not only wants to say "better late than never," but we want to assure our entire trade that right now—when the package-consuming trade, as a whole, is manifesting a "show me" attitude, being open thereby to conviction and conversion to the container which is presented as best suited to particular needs, regardless of former package predilection or prejudices—is the time, if ever, for the wooden barrel man to be presenting his trade wares, as it were.

The substitute men are "cashing in" on this attitude of the modern package consumer, and every substitute package industry is backing and aiding their field men by well-organized and amply-financed trade extension bureaus.

This is the day of package competition, as it is the day of competition in many other lines—and no single member of the cooperage industry would be suffering a single qualm during this day had they individually and collectively played fair with their trade package, the wooden barrel. But our failures were of yesterday, while the Memphis Group Meetings of February 14th and 15th, with their enthusiastic endorsement of Trade Extension, is today. Let us go forward from today, and we will soon begin to count our gains and measure our progress. Read the report of the February group meetings in this issue and then rush in your Trade Extension subscription.

### ADVERTISING—THE SUPER-SALESMAN

If the waning trade slump from which we are now emerging has done nothing else for business generally, it has definitely and absolutely fixed in the scale of commercial values the practice of steady, vigorous and aggressive advertising.

True, there has been a large number of individual concerns and organizations in all lines of endeavor, which, from the very inception of "Printer's Ink," realized the possibilities of this invaluable business ingredient and has made steady and amazing use of the same, to the end of establishing unshakable commercial enterprises and amassing great wealth, as well as rendering fine public service in return for the good received, but business, as a whole, from the small man to the great and extensive concerns that circle the world in their trade activities, has not laid hold of advertising as it should have done or as it will do from this time forward.

Advertising is no longer regarded as a merely tolerated burden nor as a non-productive item of overhead that is to be indulged in only when trade is brisk and money plentiful. On the contrary, leading thought throughout the commercial world has placed advertising in the category of absolutely necessary expenditures in the conduct of every and any business, no matter what the size, and today the advertising appropriation is the first consideration of every business concern established.

The efficacy of well-conceived, intelligently-directed selling talks as promoters and stimulators of buying activity has been proved beyond any possibility of question or doubt, and the experience of the last eighteen months alone has established advertising as the super-salesman of all time. It is a matter of record that numerous progressive, wideawake firms, when they first felt the slowing down of business in the early days of the trade depression not only exhibited that vision and initiative which entitles them to be styled wide-awake and progressive, but gave concrete evidence of their faith in the eventual comeback of business, by increasing their advertising appropriations, and by putting more energy, life, vigor and confidence into their trade messages, with the gratifying result that these "non-stoppers," as they have come to be termed, not only transacted a normal and paying volume of business, but in the greater number of instances larger trade was handled than ever before.

The firm or business house that is steadily in the public eye cannot fail to win trade, no matter what the time—for the evidence that such firms and business houses are "alive" and still serving the buying field is the pulling factor that never fails to be recognized.

The precept, therefore, that is evolved from the now fast fading trade apathy, and a precept that every member of the cooperage industry should immediately apply to their business is—

"When business is good—advertise.
When business is dull—advertise, but do it more aggressively."

### BUSINESS AND THE NEW PSYCHOLOGY

There is an aphorism to the effect that "As a man thinketh, so is he," which has been knocking about in civilization's collection of epigrams, sentiments, etc., for many years, receiving scant attention from the earnest pursuer of the almighty dollar. Of late, however, this terse little homily has begun to make its impression on the public mind and to acquire the popularity and the prestige that has hitherto been denied it. This little sentence of seven words, so long unnoticed and ignored, contains the very essence of truth, and, applied in a constructive way to one's individual existence, either spiritually, socially or commercially, is probably the most potent influence in the world today. It is the basic thought in the new business psychology that is now sweeping through the world, overturning old ideas and establishing a new order of things that, to those individuals who will grasp and apply the truth, will yield results that closely approximate perfection. On the surface the proverb has something of a religious aspect, but as a matter of verity it is a principle of the Universal Law that can be applied as successfully and with as unfailing good results to our business practices as it can be to any other phase of human activity. This is proved beyond all question by the truly amazing demonstrations in the way of concrete results that are being achieved daily throughout the business world as the direct effect of the application of the principle of constructive thinking to the routine of ordinary, commonplace business life.

It would be a difficult matter to stampede the rank and file of hard-headed business men into the pursuit of a purely visionary Utopia, on the strength of a trite sentence expertly turned, unless the appeal of the statement could be endorsed by their common sense. It is evident to every thinking man that the state of his mind has a direct and governing effect upon his life. It is patent that cheerful thoughts induce cheerful actions, that a constructive frame of mind generates constructive activities, that an optimistic outlook tinges the horizon with rose-tints, and *vice versa*, that depression, destruction and pessimism in our thoughts can result only in these phases of thought being translated into action.

The value of the new psychology, as it appeals to the ordinary lay or business man, is in the frame of mind which it induces. Under its influence the user is put into that mental state which is proof against depressions, "the blues," and the ordinary mental shocks and jolts that business is apt to hand him; it instills a confidence in the present and future that buoys him up and carries him along on that calm, unruffled plane of faith in himself, and in the workings of the universal law of supply that makes existence a pleasure and happiness instead of care and a burden.

The proponents of this new business psychology—and it might be added that they are legion and growing more numerous daily—are firm in the conviction that our thoughts control our destinies and that a proper direction of our mental activities will yield us success. There can be no question that our individual mental states are reflected in our respective businesses, and since this is so it is sensible to assume that getting ourselves into a cheerful frame of mind will have a beneficial effect upon our commercial life. Assumed by every member of the cooperage industry this new mental attitude, which will cost us absolutely nothing to adopt, would chase the clouds from the cooperage sky and let the sunshine of confidence and satisfaction shine on the industry. If every one of us, say, would put our trust in the universal law of constructive thinking—which is one of the primary principles of the new school of business thought—we could carry on our respective enterprises in the calm confidence that the present holds nothing but good for us, and that the future will supply our every need.

There *is* sufficient business to be had right now, and there *will be* sufficient business to be had in the years to come to keep the wheels of our industry humming, and the business *can be* secured, providing we will hitch

a reasonable amount of work and a constructive, confident mental attitude as a team, and go out after it. It is amazing to note the rapidity with which this new attitude of mind is being adopted throughout the world. It is not a localized movement, but is receiving widespread recognition in this as well as in other countries. The one fact above all others that carries conviction as to the workability and value of this perfect law, is that it is being used and demonstrated by the big men of the business world, and by those dominant figures whose examples are of sufficient weight to command complete respect. There is scarcely any doubt that a few short years will witness a revolutionary change in ideas and business practices, and with the proved efficacy of the new mental attitude as applied to business success, it behooves everyone who desires to keep step with the forward swing of progress to at least give the matter consideration.

## BUSINESS IS RAPIDLY GETTING TO A SOLID BASIS, SAYS C. M. VAN AKEN

The volume of cooperage stock that has been moving during February has been fair. Stave prices and gum heading prices have been held firm. Because of the anxiety on the part of some hoop mills and some pine heading mills to turn material into money, as soon as made, there has been some tendency to cut prices on hoops and pine heading. It is generally believed, however, that this is temporary because the prospects of a future demand are promising and business generally is quite rapidly getting to a solid business basis. The larger buyers of cooperage stock, who have for the past year or so been practically out of the market on account of an over supply of material either bought and not shipped or bought and on hand at the time the slump came a year or more ago, have worked their way out sufficiently to enable them to begin placing cooperage orders again. It is concerns of this kind which keep the market steady. The current cooperage business must always be uncertain while the big barrel manufacturers are carrying a heavy stock of material.

Reports received from the different fruit districts continue to be favorable, the cold weather that we have been having, and the heavy snows that have covered the ground are both advantageous to a good fruit crop and a good fruit crop means good cooperage business in the slack barrel line. On the whole, February has been a very satisfactory month in this locality, and March promises to be an improvement over February.

## BUSINESS IS STEADILY IMPROVING, SAYS WALTER C. HARTMAN

February shows that business continues to improve. Inquiries are more numerous and from almost every section of the country. Probably the East is the most quiet section. Production at the plants is at a low ebb and we do not think that business prospects are bright enough to encourage the mill men to manufacture stock in extra large quantities to further depress the markets.

A bumper fruit crop is predicted in nearly every section and the buying so far has been from 30 per cent. to 50 per cent. of actual needs. Very few contracts have been placed in the Central States or the South. But quite a little apple barrel stock has been purchased in the East and Southeast.

The low price of the barrel today will surely encourage its use, and on every hand we hear this container spoken of more favorably. Some prestige was lost during the extremely high prices and scarcity of stock.

There was never a time when purchasers of slack stock were in an easier position in reference to securing material of first class quality. Under these conditions they can dictate and buy from whom they please. Manufacturers and dealers who have made a reputation for themselves in the past for manufacturing or handling good cooperage stock now are in position for the best orders and usually have no difficulty in securing a moderately higher price than the fellow who has habitually made inferior stock.

All together, we think conditions are changing for the better every month. But no real boom in cooperage stock or business can be expected before next fall.

**A PROGRESSIVE OR A TRAILER—WHICH?**

**B. C. Forbes, the great business expert, says: "Midwinter finds things distinctly on the mend. Forceful business men, I find, are working on plans for expansion. Only the trailers are still concentrating on retrenchment. New plants and plant extensions are planned on a scale much beyond what is generally known."**

## CHAIRMAN BURLEIGH E. JACOBS IS BACK IN HARNESS AGAIN

It was, indeed, a matter of sincere pleasure and real relief to receive the following letter from Burleigh E. Jacobs, chairman of the Slack Barrel Group of The Associated Cooperage Industries of America, as the letter was not only proof positive that Burleigh has quite recovered from his bad sick spell, but that he is right in harness again with his "good cheer" and enthusiastic planning for the Annual Convention at St. Louis, Mo., in May. Chairman Jacobs' letter to members of the slack barrel group says:

"Immediately after the convention at Atlantic City it had been the purpose of your chairman to get out a letter to the Slack Coopers' Group, giving a summary of the important things which were acted upon. Unfortunately, the next week I was taken ill, and from that time, until recently, was unable to be at my office.

"The reduction in freight rate on cooperage stock, due to the recent decision, will vary from 2c. to 8c. per hundred pounds and, while it is not a big reduction, it all helps.

"You have probably been asked, at different times, by your customers, to give them the cubic inches in a barrel. The enclosed formula is that used by the Bureau of Standards and this formula gives satisfactory results as compared with bulk to bulk tests on barrels. This is an approximate formula and should serve for all practical purposes:

"$V = 0.7854\ h\ [d + 0.65\ (D - d)]^2$

V=volume of barrel in cubic inches.
h=distance between heads in inches.
d=effective diameter of head in inches.
D=inside diameter at bilge in inches.

"The Traffic Department of the Cooperage Industries effectively helped to bring about the laying aside of the recommendation of the Western Trunk Line Committee, Docket No. 6, on raising the rates on barrels.

"Business as a whole has certainly been rotten, but as industry after industry opens up, we can look for a better business in the future.

"Begin to make your plans now for the Annual Convention in May. Conventions are planned for You—not the other fellow—and if you don't go, you are the loser, and not the other fellow.

## SWAT THE PESSIMIST AND KEEP FIGHTING

"Smite pessimism and keep fighting," is the slogan that business should adopt to emerge from the "sag" that has been weighing it down, according to Stanley L. Krebbs, president of the National Mercantile Institute, founded by John Wanamaker.

"There is nothing wrong with money or merchandise. The present situation is entirely due to a condition of mind, and therein lies the correction," declared Dr. Krebbs in addressing the Atlantic City (N. J.) Kiwanis Club recently on "Constructive Optimism."

## MUCH ENCOURAGED OVER TRADE IMPROVEMENT AND BUSINESS OUTLOOK, SAYS T. J. WALBERT

The Mt. Olive Stave Company, tight stave manufacturers, of Batesville, Ark., resumed operations in its finishing plant during the early part of January, following shortly thereafter with a resumption of activities in their rough material department, and in reporting on conditions Manager T. J. Walbert expressed himself as much encouraged over trade improvement and business outlook. Mr. Walbert said they expected soon to have their entire plant working full speed.

## EASTERN WHEAT CROP CONDITIONS ARE GOOD

The condition of the wheat crop during the first half of February ranged from "generally good" in the eastern section of the country, to "only fair" in several of the Middle Western States, according to a report February 21st by the Department of Agriculture. Conditions in the far Western States were said to be favorable. The state of the winter rye crop was reported as generally good.

The outlook for the 1922 cotton crop was said to be still uncertain, although agents of the department reported "some discussion" of increased acreage. Indications were said to point to an increased acreage in the potato crop in Florida and other Southern States.

Fruit trees were reported to be in generally good condition throughout the country, with the exception of probably some damage to peach buds in Southern New England by recent low temperature.

"The supply of farm labor," the department reported, "is plentiful and generally exceeds the demand. Farmers are employing as little help as possible and are doing their own work wherever they can manage it. Wages are reported as getting lower."

## WANTS IN COOPERAGE LINES

*M. H. Hinkley, Berrien Springs, Mich., will be in the market soon for apple barrel stock.*

*Jack Garst, Boone Mill, Va., is in the market for second-hand slack heading machinery.*

*Littleton Barrel Company, Bloxon, Va., is in the market for 28½ inch slack barrel staves.*

*Hollenbeck & Son, Fort Jackson, N. Y., is in the market for quotations on spruce or hemlock staves for butter tubs, in carload lots.*

*Midwest Excelsior Barrel Co., 206 S. First Street, St. Louis, Mo., is in the market for second-hand barrel machinery and wants price lists.*

*The Ohio Pail Company, Middlefield, Ohio, is in the market for basswood pail staves 13 inches long. They will contract for a steady supply.*

*Beaufort Cooperage Co., Beaufort, N. C., is in the market for two cars of 17⅛" slack heading and one car of 5' 6" elm hoops. Quotations desired.*

*Layton Cooperage Co., Columbia and Water Streets, Portland, Oregon, is in the market for an immediate shipment of one carload of white oak kegs, clear of sap. Quote now.*

*Joseph A. Nowitz, 10 Lee Street, Charleston, S. C., is in the market for 23" or 24" staves for half barrels for fish packing. Also hoops for the same kind of packages. Quote prices on small lots.*

*Peninsular Barrel Company, 4th and Beach Streets, Fernandina, Fla., is in the market for 5' 6", 6', and 6' 9" elm hoops; 31", chamfered and crozed, pine staves; 28½" pine or gum staves, as well as 62¾" wire hoops.*

*J. Hetzel, 147 South 9th Street, Easton, Pa., is in the market for quotations on machinery for manufacturing small kegs and ice cream tubs. Also wants to hear from manufacturers supplying stock for these two kinds of packages.*

## MICHEL COOPERAGE CO. BOOKS ORDERS

"If you contemplate buying tight cooperage of any kind during 1922, it is a good time to consult the Michel Cooperage Co. that has been in business here more than a quarter of a century. You can place your order there for future delivery and feel assured that the goods will be ready at the designated time and that it will be just the kind that you ordered.

"There is nothing in the line of kegs and barrels, no matter how large or how small, that this concern is not prepared to build. Its experts have had years of experience in the cooperage business and the equipment at the E. Market St. plant is complete in every particular."

Such is the announcement carried in the February 4th issue of the *Star Journal*, of Sandusky, Ohio, the home city of our good advertising friends. The Michel Cooperage Co., and we will say that it is a nice bit of "home industry" boosting.

## WILL INSTALL SLACK BARREL PLANT

It is reported that the Virginia Barrel Company, Winchester, Va., will establish a barrel plant in Baltimore, Md., for the manufacture of slack barrels. The new plant will be on Leadenhall and Stockholm Streets.

## BARREL COMPANY NEWLY INCORPORATED

The Peninsular Barrel Co., Fernandina, Fla., has just been incorporated with a capital stock of $10,000. Mr. A. Richardson is president of the new company and Edgar W. Waybright, secretary-treasurer. The plant of the Peninsular Barrel Co. will be located at 4th and Beach Streets, and fish and potato barrels will be the line of manufacture.

## HEADING PLANT IN OPERATION

The Brinkley Heading Company's plant at Brinkley, Ark., which has been idle for a year, has resumed operation and it is intended to run now at its full capacity. The company recently made some important timber purchases in that vicinity. O. L. Scisco, mechanical engineer of the Pine Bluff Heading Company, Pine Bluff, Ark., the parent company of the Brinkley plant, has been supervising the work of resumption at Brinkley.



## PHILADELPHIA SLACK TRADE IS ENJOYING BETTER BUSINESS THAN TIGHT LINE

The cooperage situation in Philadelphia at the present moment looms up as a sort of a 50-50 proposition—the tight lines showing a decided sluggishness, while slack containers are moving in a fairly satisfactory manner.

The volume of oil exports which a month or so ago gave promise of developing into something approximating normal shipments has, if not actually decreased, at least failed to live up to expectations, and consequently the local dealers in tight packages, who had been looking forward to a brisk demand for barrels to develop immediately after the 1st of January, have been forced to readjust their vision and level their gaze on a date further along in the year.

All the tight cooperage plants in the city are operating—some full time and others less—but the work is for the most part on what might be considered in this field, as minor orders. The large consumers are still evincing a disposition to defer the placing of large contracts, preferring rather to supply their needs by frequent small purchases. Whether they are holding off with the expectation of lower prices in the future, or whether their timidity is induced by lack of confidence in the complete revival of trade, is a somewhat difficult proposition to fathom; at any rate there is an apathy in the tight barrel trade that is puzzling to the local dealers.

**Single-Trip Steel Drum Cannot Stand Hard Usage**

An illuminating comment anent the single-trip steel drum was made by a dealer of local prominence who has had considerable experience in handling them. In his opinion, no concern need be felt on the score of the light drum becoming popular for export, due principally to the fact that they will not withstand the rough usage incident to dock and ship handling.

**Wooden Barrel Man Gets Tinsmith to Fix Steel Drums**

A recent happening was related where there was an occasion to handle a shipment of lubricating oil that arrived on the local docks in steel drums, quite a few of which packages had developed leaks in various places. On informing the consignee of the condition of the shipment, the barrel dealer was instructed to repair them. Being of an exceedingly practical turn of mind and realizing that a real cooper would consider it more or less of a personal affront to be requested to work on a steel drum, he procured a tinsmith to do the job. The tinker arrived with his soldering irons and he set to work. As fast as he repaired the leak in a drum the stevedores would hustle it out from under his irons, give it a bump or two along the dock floor, and immediately return it for further repairs.

**Fixing Four Drums a Day's Work**

The solder simply would not hold, and after working practically a whole day soldering and resoldering the leaks in four drums, the tinsmith quit in disgust.

"These light steel drums," said the dealer, "may be all right for short hauls and may be satisfactory when handled with tenderness and gentle care, but for long trips and rough usage they simply are not there—they can't stand the gaff."

Taking the experience set forth above, there is little to cause any great apprehension that the pre-eminence of the sturdy, substantial, good old wooden barrel is yet threatened by the one-trip steel drums in the heavy duty field.

**Conditions in Slack Lines Decidedly More Encouraging**

In the slack line conditions are decidedly more inspiring at the present writing than they have been for some time. The industrial market—chemicals, glass, pottery, etc.—is good, and from such indications as are now discernible will continue to absorb a satisfactory volume of barrels for some months to come. Prices are fair and firm with a tendency toward strengthening. Competition from fibre containers has developed in a small measure of late and, according to one manufacturer of new barrels, some difficulty is being experienced in meeting it, due to what he termed the high prices asked for slack cooperage stock.

While there is little or no current fruit or produce business—with the exception of the regular apple-barrel buying—the industrial consumption is keeping the slack plants reasonably busy and dealers fairly well satisfied.

On the whole neither branch of the Philadelphia cooperage trade is groaning under the load of business transacted, and while both are in a position to accept additional orders without operating double time, there is, however, no pessimism or discouragement to be noted throughout the trade, but, on the contrary, a distinctly cheerful and hopeful attitude is apparent all along the line, which attitude is based upon the conviction that the return of normal conditions can not long be delayed.

## PETROLEUM SHIPMENTS FROM TAMPICO DISTRICT FOR NOVEMBER, 1921

The shipments of petroleum from the Tampico oil fields for the month of November, 1921, reached a total of 17,223,292 barrels (of 42 gallons each), exceeding October shipments by 1,170,703 barrels, September shipments by 16,166 barrels, and every other month of the year, except January, by a goodly margin. In view of recent developments in the southern fields of Amatlan and Zacamixtle, where salt water has risen in practically all of the wells, the large volume of November shipments was something of a surprise. It can be accounted for by the increased production from the Cerro Azul-Toteco pools of the southern fields. In this sector 13 wells owned by three of the largest companies in Mexico, all American companies, maintained an average actual daily production totaling 510,000 barrels of 21° Baumé oil. From the table which follows it appears that 3,807,170 barrels of Panuco crude (12° Baumé) account for the remainder of the oil shipped or sold locally during the month of November.

*November exports of petroleum, by ports*

| | From Tampico Port Lobos | From Tuxpam | From Tuxpam | Total |
|---|---|---|---|---|
| Panuco, crude | 3,807,170 | ..... | ..... | 3,807,170 |
| Tuxpam, crude | 1,774,446 | 5,129,220 | 1,104,258 | 8,007,924 |
| Fuel oil | 3,747,795 | 303,348 | 178,733 | 4,229,876 |
| Distillate | 479,413 | 52,688 | ..... | 532,101 |
| Ship bunkers | .... | ..... | ..... | 646,221 |
| Total | 9,808,824 | 5,485,256 | 1,282,991 | 17,223,292 |

Shipments to the United States and possessions for the month were 13,802,992 barrels, or 83 per cent. of the total net shipments. Mexico (coastwise), England, Argentina, Cuba and Canada followed in the order named. Practically all of the shipments to the United States were of crude or fuel oil, whereas fuel oil (reduced crude) and refined products predominated in the exports to countries remotely situated from Tampico.

*Destination of November shipments of petroleum*

| Kinds of Oil | Crude Oil Barrels | Fuel Oil Barrels | Refined Oil Barrels | Total |
|---|---|---|---|---|
| Argentina | 212,374 | 105,126 | ..... | 317,500 |
| Brazil | 115,533 | ..... | ..... | 115,533 |
| Brit. Honduras | 32,546 | ..... | ..... | 32,546 |
| Canada | .... | 173,074 | 69,675 | 242,749 |
| Chile | 98,634 | ..... | ..... | 98,634 |
| Cuba | 288,448 | ..... | ..... | 288,448 |
| Egypt | 44,821 | ..... | ..... | 44,821 |
| England | 409,434 | 72,863 | 21,273 | 503,570 |
| France | 21,589 | ..... | 43,643 | 65,232 |
| Holland | 50,395 | ..... | ..... | 50,359 |
| Italy | 31,449 | 63,391 | ..... | 94,840 |
| Mexico (coastwise) | 361,867 | 88,612 | 307,171 | 757,650 |
| Spain | 119,199 | ..... | ..... | 119,199 |
| Uruguay | 23,833 | ..... | 19,129 | 42,962 |
| United States | 7,998,702 | 4,982,190 | 822,100 | 13,802,992 |
| Ship bunkers | .... | ..... | ..... | 646,221 |
| Total | 9,808,824 | 5,485,256 | 1,282,991 | 17,223,292 |

**Principal Receiving Ports in United States**

In the division of November exports to American ports, 6,980,735 barrels were shipped to the Atlantic Coast ports, 6,464,381 barrels to Gulf ports, 65,262 to Pacific Coast ports, and 292,614 barrels to possessions of the United States. New York, Port Arthur, Baton Rouge, Galveston, New Orleans and Baltimore led in receipts of Mexican oil during the month.

Nineteen American companies shipped 14,380,334 barrels of the November movement, or 84 per cent. of the whole. One British company and one Dutch completed the list of exporters.

## INCREASE IN PETROLEUM IMPORTS

Imports of petroleum at principal United States ports, exclusive of Pacific Coast ports, for week ended February 18, totaled 3,108,870 barrels, a daily average of 444,124 barrels, compared with 2,275,000 barrels, a daily average of 325,000 barrels for the week ended February 11. Receipts at Atlantic Coast ports for the week ended February 18 were 2,183,870 barrels, a daily average of 311,981 barrels, against 1,562,000 barrels, a daily average of 233,143 barrels for the week ended February 11. Receipts at Gulf Coast ports were 925,000 barrels, a daily average of 132,143 barrels for the week ended February 18, against 713,000 barrels, a daily average of 101,857 barrels for the week ended February 11.

## LOUISIANA FACED BY A TIMBER FAMINE

There will be a timber famine in Louisiana unless reforestation measures are adopted, the State Department of Conservation warns.

"The timber and forest resources of Louisiana are rapidly being wiped out," it declares in a bulletin just issued, which adds the following statistics. The total area of the State is 29,090,710 acres, of which 9,230,000 are in the long-leaf pine region, 6,512,000 in the short-leaf pine, 1,815,000 in the alluvial and 1,515,000 in the bluff.

## IF A BARREL'S WORTH MAKING, IT'S WORTH MAKING RIGHT, SAYS "PRACTICAL COOPER"

Having noted the depressed mental attitude of some of our cooper friends over what the future holds, so far as continued encroachment of substitutes upon the wooden barrel's field is concerned, I want not only to cheer up these downhearted coopers, but would like to impress upon the entire cooperage industry just what could be done for the coopering business if every one would only get busy and really do something rather than everlastingly "getting ready" to do something.

First—Take Steel Drums. It may be recalled by JOURNAL readers that about a year ago the writer contributed an article, entitled, "Wooden vs. Steel Barrels." Since that time I have handled thousands of oak and steel barrels and can testify from exacting and wide experience that steel drums are not satisfactory packages for holding gasoline or coal oil because of rusting. For instance, a farmer gets a barrel of oil in a steel package. After he has emptied it he uses the drum for hauling water and it comes back to the oil plant all rust. Some of these heavy gauge steel drums have only been used twice or three times, $15.00 for a few trips, is going some. Take a wood barrel under like conditions, as the steel drum mentioned, wash it out on its return to the oil plant and it can be used for years. No one is to blame for the wood barrel's loss to substitutes but the coopers themselves. "Quantity" not "Quality" is the working slogan of barrel factories now. To-day the manager's daily question to the superintendent is, "How many barrels to-day?" and that is all right so far as it goes, but it does not go far when the company is getting complaints every day, and the only attention that is paid to them is to say, "You are the first to complain, etc.," with no really honest effort put forth to please their customers, if only by asking what the complaint is all about, and if there is any way of fixing it up.

A case in line with the above happened the other day. A packing house received a complaint about a shipment of lard. On investigating they found that the lard packages were all charred. Just think of a cooper sending burned barrels to a packing house or a syrup factory. It is time such a one was out of the trade as he is only making it doubly hard for those coopers who are doing their best to make good barrels.

Recently the writer was called to look over a car of new barrels holding salad oil. Two men were put to work on the packages, and what a job it was! We could not get the quarter hoop to hold on. They had been jointed too high. The bilge hoops were down 11 inches, the space between the bilge hoops was 13 inches. No wonder the barrels were leaking. The barrel factory that turned those barrels out should have had the job of fixing them.

In his day the writer has made barrels in Kalmarnock, Scotland, that carried whiskey to South Africa and Australia and our plant always turned out barrels that we were proud of, a No. 1 barrel that would stand up and *not leak*. From the JOURNAL'S January number I see that there are some cooperage machinery men who know how wooden barrels should be made. I refer to Mr. R. P. Gerlach, President of The Peter Gerlach Co., Cleveland, Ohio. But then—just what is the use of talking about what should be done when all of us do not do it and all must put out a "quality" barrel, not some time, but all the time, if the cooperage trade is to hold its own and prosper during the coming year. Let us think less of money and more of our business reputation, and what is of equal importance, the life of our trade is at stake—but we can preserve it if we really want to. The question is, do we want to, and are we willing to do our share of the necessary work?

In closing, I want to say a word to those fine coopers who are honestly making good barrels, and that word is—don't think about substitutes! Just see to it that the barrels you are turning out are "Quality" packages. That they are made right and will stand up to the work they are called upon to do. Take a walk around your plant and see things. If the superintendent or foreman is taking it easy, so will the men; and careless workers will put staves and heads into barrels that will cause trouble; so the writer's advice to the fellow tradesmen is: Get out into your shop and see that nothing but No. 1 barrels leave your plant during 1922. Get the "Quality" habit once incorporated in your working force, see that it is lived up to all the time, and there will be no decrease in the use of the wooden barrel—only steady and satisfactory increase.

# Trade Extension Programs On Behalf of Wooden Barrel Will Go Through. Enthusiastic "Group" Meetings at Memphis and Birmingham.

Trade Extension held the undivided attention of both the Slack and Tight Groups of The Associated Cooperage Industries of America at the monthly meetings held at the Gayoso Hotel in Memphis on February 14th and 15th. There were about 125 representatives of the industry present. The attendance showed that every branch of the industry was interested in this vital question, and manufacturers, jobbers and coopers showed their enthusiasm and interest for the program as presented.

## TIGHT GROUP MEETING

The Tight Group body held its meeting on Tuesday, the 14th, with Vice-President Ed. Hamilton, of Wynne, Ark., presiding, and after outlining conditions Secretary Krafft talked on the Trade Extension program, giving to the members full details of the plan. In addressing the Group assembled Secretary Krafft said:

"We are not so badly off as some industries are, for we are not actually overproducing. We are, however, producing more than we can consume at present, but not more than the market can take care of if we go after business right. And we must go after business, at least as hard as our competitors are doing, as we cannot let them have any more of the trade we have now. We must have new business, and only a real program of Trade Extension will get it for us.

**Firms Not Fighting for Business Are On Down Grade**

"Our competitors, most of them, have under way real programs planned to get new business for them. A firm or a business which is content to slide along on the business it has at any one time, and is not trying to expand is on the down grade.. Right now, when we are as badly off as we ever will be so far as the general financial situation goes, is the best time to make big plans for the future."

After Secretary Krafft's talk and some general discussion which indicated an interest that has not been shown before, subscriptions pledging support to the campaign were circulated among those present with gratifying results.

**"Quality" the Keynote of a Winning Trade Campaign**

Carl Myer, of the St. Louis Cooperage Co., who has long been an ardent barrel booster and steady supporter of Trade Extension, addressed the Tight Barrel Group on the subject of "quality." He said, "Barrel men must be sure that they are turning out the best possible product before they embark on a program of Trade Extension. It is a fact that good materials have been hard to secure of late years, and for that reason, with others, some of the business formerly enjoyed by wooden barrel men, is now going to the steel barrel people. We must see to it that we turn out a first class product and that we raise money to carry on our Trade Extension."

**As to Statistical Reports**

Secretary Krafft advised the Group that the monthly statistical reports of the members were not counter to the recent hardwood lumber decisions involving infractions of the Sherman anti-trust laws.

The Trade Extension Committee for the Tight Group comprise C. F. Meyer, of St. Louis, chairman; T. J. Walbert, Batesville, Ark., and W. O. Johnson, of Chicago.

**A. L. Hayes on Executive Committee**

A. L. Hayes, of Nashville, Tenn., was named as a member of the Executive Committee to fill the unexpired term of W. T. McGlone, who resigned because he was going out of business. Election for the regular term will be held at the St. Louis convention in May.

## SLACK GROUP MEETING

The Slack Group meeting was held on Wednesday, the 15th. E. A. Powell, vice-president of the Slack Group, presided. Vice-President Powell, in opening the meeting, called attention to the lack of interest shown by members of the Group in the Association work, and the need of developing that interest if the industry is to be successful in holding its business. Mr. Powell said: "We can only take out of the Association in the same ratio that we put into it. Our organization will serve us just as we serve it, but we must as an industry give it interest, support and work in committees if we expect it as an organization to achieve anything worth while for our industry. This Group meeting is a work shop into which we bring our ideas as rough material and from them we finish and fashion the steps by which our industry climbs to better things, or goes backward or downward to disorganization.

"We know that we are losing business, and while some of this loss could not be prevented, a portion of it comes from our inaction and our disinclination to assume part of the burden necessary in making an effort for Trade Extension.

"We are sitting idly by, watching our business melt away in the heat of intense competition with substitute packages, and we have reached that point in our business life when some of us will have to get out of business or we will all have to wake up and get to work."

Secretary Krafft made a rousing talk along the lines of his talk before the Tight Group and gave facts and figures as to loss of trade which were alarming.

President E. P. Voll, of St. Louis, was present at the Slack Group meeting and entered into the Trade Extension discussion with an interesting talk, supporting the program.

**Hoop Men Were Out in Force**

The hoop men were present at the meeting in force and, led by M. C. Smith and P. W. Hick, brought up and discussed before the Group the question of the rights of the "wooden hoop" in any Trade Extension program, which they would favor and in which they would participate.

The discussion was interesting, and in the end the "hoop bloc" agreed to practically a unanimous support of Trade Extension as outlined by the committee, which is composed of W. P. Anderson, of St. Louis, chairman; George E. Wilson, of Saginaw, Mich., and T. A. Walsh, of Pittsburgh, Pa. Mr. Wilson entered into the discussion and debate and added thereto by his characteristically logical arguments.

The hoop meeting was considered by those present to be one of the liveliest held.

**We Want to Say —**

E. E. Randolph, of the Pekin Cooperage Co., who devotes his time to farming now, was on hand at the Memphis meeting and found that he still has as many friends as ever.

E. J. Kalm, of Peoria, Ill., vice-president of the Tight Coopers' Group, was present at the meetings and was his genial self again. We have missed him lately.

## PINE HEADING GROUP IN SESSION AT BIRMINGHAM, ALA.

The Pine Heading Group of The Associated Cooperage Industries of America held its regular monthly meeting at the Old Colony Club Rooms, Tutwiler Hotel, Birmingham, Ala., on February 16th. In the absence of W. G. Nichols, Calera, Ala., chairman of the Group, C. E. Murray, Decherd, Tenn., acted as chairman.

Secretary Krafft was on hand and spoke on Trade Extension work. Mr. Krafft advocated the use of the statistical reports, which, as he said, had been lately neglected, but which were of great benefit to the Group, particularly during times of business depression.

The Trade Extension pledges were signed by practically every member of the Pine Heading Group present and the sentiment seemed overwhelmingly in favor of a prosecution of a definite program for increasing the use of the barrel.

The question as to whether the statistical reports should be discontinued was decided unanimously in favor of continuing the same, practically everyone present agreeing to report regularly.

A number of good, interesting talks were made by different members on various subjects, including present conditions, the outlook for business, timber supply and labor conditions.

**E. A. Powell Speaks on the Pine Heading Situation**

E. A. Powell, president of the Powell Cooperage Co., Memphis, Tenn., in discussing the pine heading situation, said: "Out of seven mills we are operating one and we are not arranging any timber supply for further operation because of the present lack of demand for heading. We can see, however, that if any demand springs up within the next 30 or 60 days, that we may have some trouble in supplying the market requirements, for at present fully 80 or 85 per cent. of the pine heading mills are not producing and are not taking in timber stocks, and when the present stocks of heading are worked off, if we have any demand at all, there will be a scramble for a time at least for heading. Time was when pine heading manufacturers in such periods as these would keep on producing, no matter how low the price of heading went, until finally a number of mills would be bankrupted, but this has changed to some extent and there seems now to be a general sentiment among pine heading producers to cut down the production until there is some demand for their product."

About twenty-five mills were represented at the pine heading meeting.

## E. A. POWELL TELLS THE COOPERAGE TRADE SOME PERTINENT FACTS

In a strong and urgent call to all Group members that they be out in force at the scheduled February meeting in Memphis, E. A. Powell, vice-president, said:

"I hope that you will attend the Group meeting to be held in Memphis next week. There are many things of importance to you to be discussed at this meeting, not the least of them being the question of adoption of a 'Trade Extension' program.

**Cooperage Industry Must Be Protected**

"The plan that has been suggested by the Trade Extension Committee, an outline of which has been mailed to you, is intended to get the maximum results from a moderate burden placed on each operator, and operates for one year only, at which time the results will determine whether or not the plan will be continued.

"The need of some channel through which Trade Extension work may be directed is recognized by every man in the industry and the only questions we have before us are, how can we best protect our industry from useless losses, and shall we sit and watch our business drift away or shall we make an effort to hold the business we have?

**Even When Growers Hold the Wooden Barrel as the Logical Package, Barrel Trade Takes No Advantage of the Situation**

Our competitors are active. This was evidenced recently at the Sweet Potato Show held in Memphis. The barrel people had no Trade Extension man, and, while we had barrels on exhibit there, the crate and basket people not only had exhibits, but they had pamphlets, folders and leaflets describing the advantages of their packages as compared with others, and they had trained men there to back up their literature. All of this notwithstanding the fact that one of the most prominent of the Southern sweet potato growers has expressed himself that since the kiln drying process for sweet potatoes has been perfected, the barrel is the only logical package for them.

**Once the Wooden Barrel Ruled Supreme, But Now—**

"I am advised that the present use of our package as compared with its past use, is in percentages about as follows:

For flour barrels about 8 per cent.
For sugar barrels about 40 per cent.
For apple barrels about 25 per cent.

"This in spite of the fact that the cooperage people are making better cooperage stock now than they have ever made, and in spite of the increase in the number of highly organized sales organizations now being operated by cooperage concerns.

**Think of This**

"We have suffered a loss in normal production during the past few years of about 35 per cent., but with this being true, the activity of our competitors, and our own apathy, have made it necessary for us to admit that during normal times and with a normal demand, our product is overproduced.

"Will you please give these facts your earnest consideration that we may have at the meeting a thorough discussion of this most vital question?"

The attendance registered at Memphis, Tenn., at the Gayosa, February 14th and 15th, bore impressive testimony that the "facts" presented by Mr. Powell in the above letter were given the kind of consideration that results in action.



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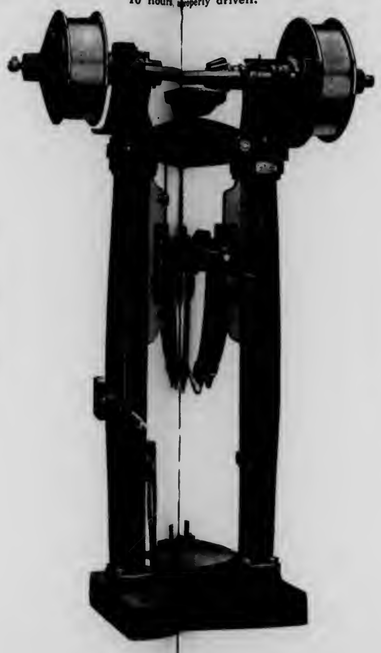

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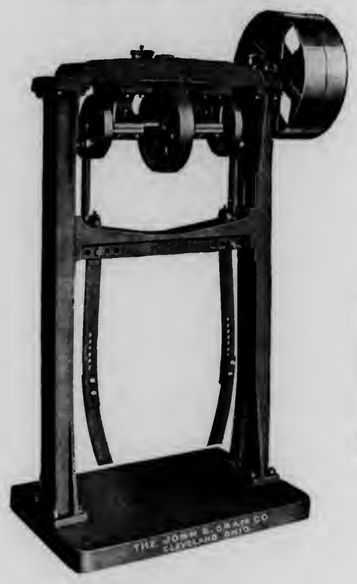

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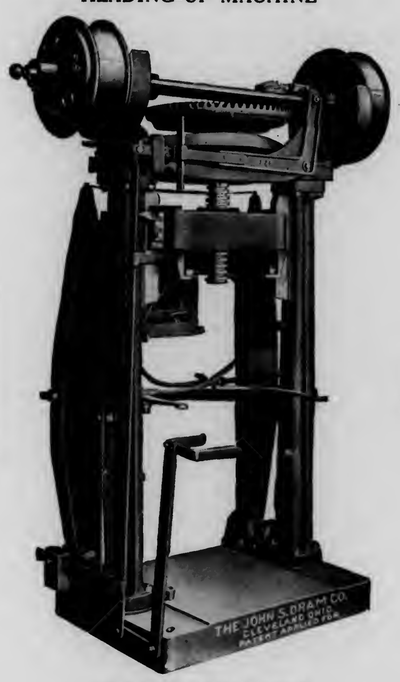

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SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

BONE DRY TRADE MARK REGISTERED

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

Hudson & Dugger Company

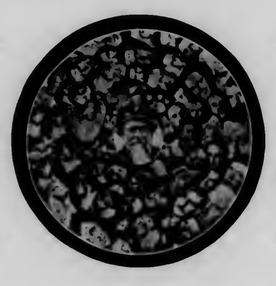
MEMPHIS -:- TENNESSEE

Mills Hope, Arkansas

Mills Pine Bluff, Arkansas

Memphis, Tenn.

Little Rock, Arkansas



MANUFACTURERS OF

Tight Barrel Circled Heading

WARRIOR HEADS

WARRIOR HEADS

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Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

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The E. A. Parker Stave Co.

BENTON :: :: :: ARKANSAS

We Manufacture Tight Barrel Staves

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# Chicago Reports Some Members of Cooperage Trade Observe Encouraging Signs of Trade Improvement

To the question—"How's business?" most members of the Chicago cooperage trade are quick to respond, "There isn't any business." Nevertheless, there are some who observe a few little encouraging rays and sidelights which, they believe, are favorable reflections of improved conditions.

### Trade Conditions Gradually Growing Better, Says Mr. Blaul

At the offices of the Ravenswood Cooperage Company, Edward Blaul said that their business for February was of better volume than that of January. Mr. Blaul expressed the opinion that conditions are gradually growing more encouraging, although he does not look for any material change before spring. "Considering business conditions in general, our trade now is comparatively fair," said Mr. Blaul. "By that I do not mean that we are doing anything like the volume we ought to do, or that we are on the road to normalcy. I base my statement on the fact that February was better than January and that we have observed a little more life in places where it had been very dead."

### Are Preparing for Big Spring Business

The Standard Cooperage and Woodenware Company is preparing for big business in the spring, according to Martin Weinberg, the president. This company distributes kegs and barrels to dealers all over the country. Mr. Weinberg said that much depends on the success of the grape crops this year. The kegs and small barrels are used in private homes. "In the first two weeks of February we went far ahead of our average in January," he said, "and if everything goes right in April and early in May, we will have no complaint whatever to make against business."

### April Will Show an Increased Volume of Business, Says Mr. House

There has been little change in the situation at the plant of the House-McKay Cooperage Company. Mr. House said re-coopering work has increased somewhat since the early part of February, but so little as to be practically negligible. He is looking forward, however, to a much better volume of business after the middle part of April. As secretary of the Second-Hand Barrel Dealers' Association of Chicago, Mr. House makes the statement that the second-hand line in general is mighty slow.

### Are Preparing for Increased Trade on the Assumption That Business Must Improve

S. Rosenblum, who has had a cooperage plant at 1923-1941 Crystal Street for eight years, has secured a new plant. Mr. Rosenblum has already moved into new and much larger quarters at 1030 North Branch Street. Alterations still are under way and as soon as these have been completed, he says, he will fully announce the change to the trade. The new Rosenblum plant was formerly used as an oil refinery and is a long structure, two stories high, constructed of brick. The whole place is being remodeled in elegant manner at a considerable outlay of money. The building has dock and rail facilities, the rail siding having trackage for fifteen freight cars.

"We are acting on the presumption that business is bound to get better soon," Mr. Rosenblum said. In our new quarters, and our new building, is at least ten times as large as the one we have occupied for eight years on Crystal Street, we will be able to move and work a great deal better, if we can get the work to do."

### Have Enough Business to Keep Going

"We have found it pretty dull for many months. Still we have been getting enough business to keep things going. The strike of the 30,000 building tradesmen in Chicago helped to slow down business here in general. If this serious labor trouble can be settled I believe there will be some improvement by spring. The spring painting should help somewhat, but not a great deal of that can be done unless the strike is adjusted, as the painters are one of the unions still holding out." Mr. Rosenblum said that he is directing most of his efforts at this time to the alteration work in his new cooperage factory. This work has also been delayed by the building strike.

### Mr. Uttal Issues a Call to Arms

The Acme Barrel Company reports practically no improvement since the latter part of January. The company deals in all types of second-hand barrels except beer barrels, and buys some barrels on commission. Abraham Uttal, the head of the company, says it is time that everybody interested in the cooperage industry got together and tried to work out some promotional method to create a market for all kinds of cooperage.

"Our business has picked up a little, but it is so far from normal that the slight improvement is scarcely worthy of mention," said Mr. Uttal. "Low prices are killing the industry gradually. They are not helping the new cooperage and they are driving the second-hand men into very bad conditions. The dealers in new barrels have been pounding prices down since January. You can get a new barrel now cheaper than you used to get an old one. But no one seems to be getting many of either kind.

"And that is just the thing that is tying up the whole market. We must get together and see if we cannot work out ways and means of getting the industry out of its present lethargic state. If we just wait, with prices steadily going down and down, the industry will pass away all together in a slow death. We must inject some life into the proposition. How it can be done is the question. But we can not answer that question unless we all get interested and devote our best efforts—all that is in us. Our business has been running in a bad way. We will get a little more business up until March. Then business will drop back again until fall. The way it is now, it is a hard fight to keep going. Everybody is wondering when the poor run of business will stop. The thing to do is to give just as much thought to some means of stopping this poor run right now.

"It's surely a puzzling proposition now. Prices are down all the way and I can not see why in the world business in our line is not better. The second-hand dealers are practically out of the running on account of the low price of new cooperage. Still the new cooperage is not moving. In fact, many of the second-hand dealers were literally forced to lock up their doors. Those who remained in business did so because of connections that made it impossible for them to get out of it. New cooperage is down too low. If it keeps up this way I think we will all eat snowballs in Chicago.

### Some Encouraging Inquiries Since February 1st

"However, our business has livened up a little. Since February 1 we have had some encouraging inquiries. Some of our old customers from whom we had not heard for a long time got in touch with us and it looks as though there may be some improvement before long. We expected dullness, but nothing of the type we have been getting. Chicago is a great place and it is pretty hard to make the trade here give up. If you cannot make things go here you cannot do it anywhere. I know that from my personal experience. The old world will roll around—and there is no reason why we should not be doing good business again some day."

### Incoming Grape Crop Will Bring Better Business for Cooperage Trade

The Calumet Cooperage Company has been getting on an average of two hundred barrels a month for re-coopering, according to M. Donovan. He said that new inquiries concerning stock and prices have been received during February and that this has been taken as an indication that possibly new work will come in. "After the grape crops come into Chicago in the spring," said Mr. Donovan, "I believe there will be a better trend in the market. Of course, the kind of weather we have in April will have a great deal to do with it. If the weather is mild and good crops are produced—enough to go around—we will probably experience an increase in business. Until then I see no chance for anything happening that can change present conditions."

### So Far 1922 Shows Better Trade Than Same Period of 1921

"There does not seem to be any demand at all any more for cooperage work, and instead of getting better in Chicago it looks as though it is gradually getting worse. However, 1922 so far is better than the same period in 1921 at our plant. We are going on the assumption that there will be little if any improvement until 1923. In that year we look for a real good amount of trade. A great many of the cooperage men who drop in now and then seem to see a boom in 1923, too."

### Public's Lack of Taste for "Near Beer" Affects Brewing Trade

William Thaler, of Thaler Brothers, went out during February for the express purpose of making a survey of business at the breweries.

"I found that the breweries were very dead—just about as lifeless as the cooperage business," quoth he. "I knew they were not doing a great deal, but I was surprised to find that they were actually doing so little. They told me at most places that people do not take to near beer and that they were practically at a standstill."

### A Spurt of Fairly Good Business Comes at Intervals

At McArdle & Company's plant it was said that a "spurt of fairly good business was experienced at intervals." But it is flighty in the extreme, and there is no demand to speak of. One day a sudden activity may require twenty men, while the orders a few days later are not sufficient to keep five men busy, it was explained. In the old days this company handled a great deal of the wine and whisky barrel business here, having more than twenty men working steadily. Now 90 per cent. of the business comes from the stock yards. It was said that business has been dull inside the yards, too, and that even these orders have been falling off to some extent lately.

### Trade Sporadic with Hellmuth Cooperage Co.

John Hellmuth, of the Hellmuth Cooperage Company, has been confined to his home for some time because of blood poisoning in his right foot. The trouble developed from a bruise caused by his shoe. For a number of days he was under the care of a physician in his home, but progressed nicely and at this reporting he had returned to his duties.

A definite idea of the trend of things cooperage was set forth in a statement by Mr. Hellmuth's son: "We make all sizes of kegs and barrels," he said. "Trade has been dull beyond description. Our business for one week in February runs like this. On Monday we ran five hours. On Friday we operated eight hours. Beyond that we didn't turn a wheel.

### What Mr. Kirk Says

Joseph H. Kirk, of the Joseph H. Kirk Company, Inc., says it is a case of "eat snowballs soon." However, Mr. Kirk was surprisingly cheerful. He said:

"Our business is about the same as it has been for a long, long while—quite dull. Just after the first of the year things picked up for a while and it looked for a time as though something in the way of new life was astir in the Chicago cooperage territory. This improvement kept up, so far as we were concerned, for ten days or more. Then the business fell off. I suppose the spurt came from some who had been keeping down their inventories."

### No Indications of Immediate Relief, Says B. C. Sheahan

B. C. Sheahan, of the B. C. Sheahan Company, with offices at 181 Quincy Street, in the downtown district, was unable to predict any relief. "It is extremely quiet, indeed," said Mr. Sheahan, "and I see no indications at this time of anything happening that will bring about betterment or improvement."

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### WILL MAKE SLACK BARRELS

A new company, to be known as the Boone Manufacturing Co., has just been organized at Boone Mills, Va. Mr. John Garst is president of the new company, which will manufacture slack barrels to supply the apple growers in and around that territory. Mr. Garst is now ready to talk machinery equipment. Stock manufacturers will also do well to list the Boone Mfg. Co. so as to be in shape to quote prices later.

Lucius Tyler, Florence, S. C., is interested in establishing a plant for making potato barrels.

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### WILL MANUFACTURE TUBS AND BUCKETS

The Chess & Wymond Co., cooperage manufacturers of Louisville, Ky., have added the making of tubs and buckets to their other line of small package manufacture. The Chess & Wymond Co. have been making firkins and kits for food products for some time.

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### CONDITIONS IN JANUARY LOOKED GOOD, BUT—

Horwitz & Pintis, Toledo, Ohio—The outlook on the immediate future of business is not very encouraging from our point of view. There seemed to have been a ray of hope in the latter part of January, but conditions have changed materially for the worse. While we hate to be pessimistic, we can not be otherwise in the face of conditions. For reasons stated above, we will not be in the market for anything in the cooperage line until things change for the better.

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### PRESENT BUSINESS AWAY BELOW NORMAL

J. R. Kelley Cooperage Co., Kansas City.—Business with us at the present time is away below normal at this season, and as to the future, "who knows?" We are not in the market for anything but orders for packages.

DEPARTMENT OF
The
# ASSOCIATED COOPERAGE INDUSTRIES of AMERICA
V. W. KRAFFT, SECRETARY

RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

### I. C. C. Docket 13293—General Level of Freight Rates

For the information of members, we are enclosing copy of our statement submitted to the Interstate Commerce Commission, with reference to the question at issue, namely, the existing general level of freight rates.

### I. C. C. Docket No. 11818 Penalty Charge

The exceptions filed to the Examiner's report in this case were argued before the Commission on February 1st. Our attorney, Mr. Geo. B. Webster, submitted argument in behalf of the Cooperage Industry. We are hopeful that the Commission's decision will sustain our contentions and result in the elimination of this charge, at least so far as cooperage stock is concerned.

### Western Trunk Line Docket No. 6

We are now advised that at a meeting of the General Traffic Committee of the Western Trunk Line Association, held on February 7th, the recommendation of the Standing Rate Committee in connection with their Docket No. 6 was tabled.

### Appointment of Special Technical Committee Bureau of Explosives

The following appointments have been made by the Executive Committee of representatives of the Cooperage Industry on the Special Technical Committee being formed by the Bureau of Explosives, American Railway Association, which will give consideration to container standards: Mr. C. F. Meyer, St. Louis Cooperage Co., St. Louis, Mo., representative of Tight Cooperage Industry; Mr. H. R. Huntington, Sandusky Cooperage and Lumber Co., Toledo, Ohio, representative of Slack Cooperage Industry.

The function of this committee, which will consist of representatives of the various industries manufacturing containers, was fully explained by Colonel Carleton, of the Bureau of Explosives, at the General Meeting in Atlantic City, November 11th.

### Flour Barrel Differential

We are in close communication with the entire Package Differential Committee of the Millers' National Federation, with a view to securing prompt action in the establishment of a differential that will reflect the actual difference in the cost of barrels and sacks. The differential was reduced to 55 cents per barrel, effective February 10th.

### Amended Inventory Returns for 1920

Referring further to the matter of filing amended inventory returns, using reproduction costs as of December 31, 1920, as a basis of market value:

Our further negotiations with the Bureau of Internal Revenue have developed that only those whose inventory was based on market value may file amended inventory returns, using reproduction cost as of December 31, 1920.

We are definitely advised that the "taxpayer, who in the past elected to value his inventory on the basis of cost or the basis of cost or market, whichever is lower, will not be permitted to file amended returns for the purpose of re-valuing his inventory on a basis other than the one used in the original return."

In filing amended inventory returns on the basis of reproduction cost, the following has been suggested:

*Materials*—Substitute for the specific cost of raw material the cost of the material as of December 31, 1920.

*Labor*—The cost of available labor as of December 31, 1920.

*Overhead*—The available overhead cost as of December 31, 1920.

As to concerns operating on December 31, 1920, their cost records as of December 31, 1920, if complete in all respects, will establish reproduction cost.

As to concerns that were not operating as of December 31, 1920, evidence as to the cost of timber and labor at plants similarly situated, will apply.

The overhead cost in its percentage relation to rough material and labor can be based on the experience of previous years.

Coopers who do not manufacture their own material and who used market value in their inventory of material for the year 1920, will be allowed, when there was no established market value, to take the reproduction cost of staves, heading and hoops at the mill, plus reasonable profit to the manufacturer, and add to that the freight and handling charges to his shop, and use the result as his replacement value.

In filing amended inventory returns we suggest that it be accompanied by a communication explaining that the condition of the market being so demoralized on the 31st day of December, 1920, and there being no established market value, the amended returns are based on reproduction cost as of December 31, 1920, in lieu of the market price that was previously elected to be used.

I. C. C. DOCKET 13293
In the Matter of Rates, Fares and Charges of Carriers by Railroad, subject to the Interstate Commerce Act

Statement of The Associated Cooperage Industries of America, a voluntary organization representing the Cooperage Industry

The general situation in the cooperage industry is largely dependent upon the conditions existing from time to time in other lines of business, but particularly those in which the barrel is used as a container.

To the extent, therefore, that the existing level of freight rates adversely affects business in general, the cooperage industry suffers. As a result of the lower level of values prevailing in most lines of business the relationship of transportation charges to such values is excessive, and in many instances prohibitive. A lower level of freight rates is, therefore, essential to the complete restoration of prosperity. Decreases should be made on the percentage basis to correspond with the method used in computing advances under *Ex parte* 74.

A condition precedent to liquidation in all lines of business has been a reduction in production costs. In the case of the carriers the principal item entering into their costs is labor, therefore, it is obvious that a proportionate reduction in labor costs must be effected in order to establish a reasonable level of values for transportation service.

It is fundamentally wrong that the reductions in all commodities should have been made and at the same time the high level of railroad wages be maintained. As a result, the cost of transportation continues high, but the value of the service remains low.

This Association submits, and desires respectfully to impress upon the Commission, in all seriousness, that cooperage stock and forest products generally now bear too high a portion of the transportation costs in relation to comparable commodities of commerce. Considering the character of forest products, the desirability of such commodities from a traffic standpoint, the minimum of loss and damage claims, the lack of requirement for expedited movement, and all other conditions surrounding the transportation of forest products, there should be a reduction in rates on such commodities without regard to the situation as to other articles of commerce.

This Association desires particularly to call the attention of the Commission to the existing situation as to log rates or rough lumber rates. The current rates, which, according to the testimony, have restricted, if not entirely eliminated the movement of traffic on them, are not changed by the decision of the Commission in the Southern Hardwood Lumber Case, I. C. C. Docket No. 12995. The production of cooperage stock can not continue in the future and, therefore, can not furnish traffic to the carriers unless the mills can operate, and the mills can not operate if a high level of rough material rates prevent them from bringing in the raw material from which their product must be manufactured.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA,
V. W. KRAFFT, *Secretary.*

St. Louis, Jan. 28, 1922.

**Annual Convention**

**The Associated Cooperage Industries of America will meet in Annual Convention at the Planters' Hotel, St. Louis, Mo.**

**May 3rd, 4th and 5th**

**COME ONE—COME ALL**

### Trade Opportunities—Tight

Mr. Marcel Surlemont, P. O. Box 97, Fort-de-France, Martinique, is interested in barrel staves and heads for shipment to Martinique. Correspondence in French.

Takata & Co., Leary Bldg., Seattle, Wash., desire quotations on 25 litre (6.6075 gallons) and 12½ litre (3.30375 gallons) beer kegs, knocked down, for shipment to Japan.

Collins-Ferguson Co., 815 Lowman Bldg., Seattle, Washington, are also interested in quotations on beer kegs.

Alexander Drug Co., Oklahoma City, Okla., desire quotations on 30 and 50 gallon sugar syrup barrels.

### Trade Opportunities—Slack

L. W. Davis Co., Central Savings Bank Bldg., Denver, Colo., are interested in the purchase of line barrels, set up.

Mr. C. C. Randall, President of Desha County Farm Bureau, McGehee, Ark., desires prices on slack barrels for shipping radishes, either new or second-hand.

V. W. KRAFFT,
*Secretary and Manager.*

## HIGH EXCHANGE PROHIBITS IMPORTS OF AMERICAN OIL BY CZECHO-SLOVAKIA

Practically the only production of oil in Czecho-Slovakia, says Wm. S. Howell, Jr., charge d'affaires ad interim, Prague, comes from the government-owned and operated wells at Gbely, the reasonable estimate of which is 2,000 barrels a month. This supply is not even sufficient for the railways. Excluding the above, the Czecho-Slovak market requires annually about 265,000 barrels of lubricating oils, 480,000 barrels of refined oils, 180,000 barrels of gasoline, and 180,000 barrels of fuel oil. There are seven larger refineries, with a total capacity of about 400,000 tons of crude oil a year.

Poland has just finished delivery of 240,000 barrels of crude oil under an agreement of last year. No more may be expected, because the domestic demand exceeds the supply. Little comes from Rumania, because of low water in the Danube, and poor facilities by rail. The high exchange prohibits imports from the United States, as it makes the cost of the product about 40 per cent. higher. The result is that there is great scarcity of crude oil, and all the refineries are greatly reduced. Most of the products are now imported from Poland.

## 1921 EXPORT OF STAVES

Report in the Lumber Division of the Commerce Reports is to the effect that figures covering the exports of staves for 1921 show 34,690,525 pieces, valued at $3,601,022, and for 1920, 82,583,710 pieces, valued at $15,408,334 An analysis of exports of staves by countries shows the following:

*Value of stave exports, by countries,* 1920 *and* 1921

| Countries | 1920 | 1921 |
|---|---|---|
| United Kingdom | $5,438,161 | $1,096,759 |
| France | 3,181,403 | 714,940 |
| Spain | 1,698,535 | 472,396 |
| Canada | 1,127,122 | 345,665 |
| French West Africa | 1,353,005 | 323,858 |

Other markets for staves, in the order of their importance, during 1921, were the British West Indies, Mexico, Cuba, Portugal, Italy and Holland, exports to every market except Mexico showing a very material decrease compared with the figures for 1920.

## SAD DEATH OF CARL de BUSMANN

No greater shock was experienced in some time than that which followed the receipt of the news of the sudden death of Carl de Busmann, the genial and well-liked manager of the Brueckmann Cooperage Co., of St. Louis, Mo.

President John G. Brueckmann, in advising of Mr. de Busmann's death, said it resulted from a collision of Mr. de Busmann's automobile with a rapidly moving street car. So great was the impact that Mr. de Busmann's passing was instantaneous, and there is not one of his many friends throughout the trade who will not sincerely regret and mourn his loss. Young in years, and with a peculiarly happy outlook upon life, Mr. de Busmann was equipped to run a long and successful business career and it is a sad thing that his course could not have been fully run. Our sincerest sympathy is extended Mr de Busmann's immediate family and to Mr. John Brueckmann in the loss of so capable a manager.



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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

## BUFFALO COOPERAGE MARKET

The slack cooperage market has not shown much change of late, except that prices are slightly easier. Buyers are of the opinion that they will come down further, so they are taking only a little stock as they need it. There is a difference of opinion, as is quite natural, between buyers and sellers as to what the market will do in future, and both have good reasons for the stand they take. The buyer says that lower freight rates and lower wages will make for a lower market; the seller says that costs are down to a minimum and that better business, which is likely to come along soon, will lead to a stiffer market, since the stocks carried everywhere are small.

Quotations on slack cooperage stock are as follows:

| | |
|---|---|
| No. 1, 30-inch elm staves | $15.00a$16.00 |
| No. 2, 30-inch elm staves | 11.00a 12.00 |
| No. 1, 30-inch gum staves | 14.75a 15.75 |
| No. 1, 28½-inch elm staves | 15.00a 16.00 |
| No. 1, 28½-inch gum staves | 14.75a 15.75 |
| No. 2, 28½-inch gum staves | 11.00a 12.00 |
| Mill run, 28½-inch gum staves, fruit | 11.75a 12.50 |
| Six-foot hoops; six-foot-nine hoops | 15.50a 17.00 |
| No. 1, 19⅛-inch basswood heading | 11½a12½c |
| No. 1, 19⅛-inch gum heading | 12½a13½ |
| No. 1, 17⅛-inch basswood heading | 10½a11c |
| No. 1, 17⅛-inch gum heading | 11a11½c |

### High Flour Prices Stimulate Barrel Trade

The flour barrel trade is said to have been somewhat stimulated lately by the higher prices in flour. With a good strong market prevailing and a prospect of further strength, some people have been prompted to buy flour in larger quantities than usual. From indications as to the wheat crop, the millers expect flour to remain strong in price for some time.

### Apple Outlook Satisfactory

The apple outlook is said to be satisfactory, so far as can be determined. The winter has not been a severe one to date to do damage to the trees, but a good deal can happen between now and harvest time to do harm. If a good crop is in sight and fair prices promised the growers will be likely to use more barrels than they have been using in the past two or three years, unless cooperage stock is so high as to bring about the use of substitute packages. Growers are not so tied up to barrels that they are willing to pay what they regard as an exorbitant price. A large number of growers have been taking up baskets, but these are not satisfactory when it is desired to store the fruit for some time.

As a result of the "Perfect Package Week," which was observed throughout the country recently, the Buffalo Chamber of Commerce was informed that this city stood second among the cities of New York State, with a percentage of 99.28 per cent., or just a fraction short of perfect.

### Personal and Trade Notes

W. G. Pennypacker, Jr., reports a rather slow demand for cooperage stock at this time, but he is looking for a bumper apple crop this year and regards the cooperage prospects as fairly bright.

Joseph Bogner's cooperage shop, 94 Kingsley Street, reports that demand for second-hand barrels is not heavy at present, but that a slight improvement has taken place in the past month. The shop is giving attention chiefly to second-hand slack barrels, of which it handles a large number.

Jackson & Tindle state that the slack cooperage demand has not shown much change recently. Buyers are taking only immediate requirements and are waiting until the market is more settled.

W. K. Jackson, of Jackson & Tindle, has been a buyer and seller of real estate on Delaware avenue lately in the blocks just north of the new Hotel Statler, which has given much activity to property in that section. In two of these transactions the price consideration was about $250,000.

Edward B. Holmes, of the E. & B. Machinery Co., is one of the members of the civic planning committee, which is trying to make Buffalo a larger and more progressive city. Literature is being sent out to leading citizens to show what the committee has in mind, and it will probably be productive of good results.

## LARGE DECREASE IN THE COUNTRY'S SUPPLY OF APPLES

A large decrease in the country's supply of apples is indicated by figures given out in New York February 20th by the United States Bureau of Markets. The decrease was attributed primarily to the short crop last year in the East, particularly New York State.

Total holdings of barreled apples February 1 were 1,422,000 barrels, compared with 3,016,000 on the corresponding date last year, and a five year average of 2,232,000.

## NEW "BARRELETTE" CONSIDERED AID TO FRUIT TRADE

The following bit of wooden barrel boasting appeared in a recent issue of The New York American. The "barrelette" publicity is the result of the good work of the Colwell Cooperage Co., and is bound to bear results.

A new wooden package for fruit, the barrelette, has been officially adopted according to advices received from B. R. Colwell, president of Colwell Cooperage Company, No. 120 Broadway, one of the best known concerns in the cooperage industry.

That the apple trade will have a barrel package to meet their needs—so far as a small container is concerned—is assured in the new barrelette, which was introduced and approved at the recent convention of the Associated Cooperage Industries of America.

The Eastern apple man has found it almost impossible to compete with the Western apple man, due to the box coming into the market because the half barrel (13½x24 inches) is not as practical as it might be; therefore the present construction of a package that would meet the requirements of the apple people resulted in the "barrelette."

This package is made of 18-inch staves with 7-16-inch bilge and 15½-inch head and contains one and a half bushels of apples. It has been approved by the Bureau of Standards of the United States Department of Commerce. The outside circumference of the bilge measures approximately 58 inches and the distance between the heads is 15½ inches. This new package will enable the fruit growers to get considerably more for their apples and they will be able to reach a higher class of markets.

Furthermore, the whole barrel holds 3.28 bushels, which means that in the usual barrel there is a peck of fruit for which the shipper gets no revenue. The new package will enable the seller of fruit to realize on every bit handled. The estimated loss of the apple trade on account of the extra quantity in the whole barrel is approximately twelve million dollars per year and this big loss will be practically eliminated through the use of the new container.

## NATIONAL LIME ASSOCIATION IS DOING SOME VALUABLE INVESTIGATIONAL WORK

WASHINGTON, D. C., February 15, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

I have recently received a copy of THE NATIONAL COOPERS' JOURNAL and find it to be of much interest. I noted especially that it is more than an ordinary trade journal and partakes somewhat of a technical and educational nature. For this reason I thought that possibly your readers might be interested in some investigational work being done in our laboratory on the reclaiming of wooden containers, and am accordingly sending you a copy of the report on this work, suggesting that it may be well to publish it in your journal.

The National Lime Association maintains a research laboratory and also supports fellowships in several universities and government laboratories. The purpose of this work is to obtain reliable information on the utility of lime. It seemed as though we had obtained something that would be of interest to industrial men engaged in the lumber and cooperage business, which is the reason for writing you this letter.

Cordially yours,
NATIONAL LIME ASSOCIATION,
M. E. HOLMES,
*Manager, Chemical Department.*

### The Use of Lime for Reclaiming Used Containers and for De-odorizing Fir Cooperage

Among the various lines of investigation being conducted in the Chemical Laboratory of the National Lime Association there is included a study of the application of lime for the reclaiming of used wooden containers and for de-odorizing of new cooperage. Results of these tests have demonstrated that lime can be used successfully to treat vinegar barrels to make them suitable as containers for other kinds of foods, and that used oil barrels may be rendered fresh and clean by a treatment with lime. It was also found that containers made of fir are sufficiently de-odorized by the same treatment to permit of their use for storage of cider, vinegar, etc. In practice this process may be applied as follows: A few pounds of quick lime are introduced into the barrel and sufficient water added to slake the lime and form a thin slurry. The bung is then replaced and the barrel rolled or shaken in order to bring the lime into contact with all parts of the surface. The higher the temperature the more rapid will be the action, but in most cases a treatment of not more than five hours is sufficient to obtain the results desired. After thorough rinsing the containers are ready for use.

Details of these investigations can be obtained by addressing the National Lime Association, 918 G St., Washington, D. C. The treatment of wooden containers is but one of a number of investigations now under way which should be of interest to the cooperage and lumber trade, one of the most important of which is a comprehensive investigation on whitewash in which over one hundred formulæ were compared and new formulæ of special merit developed.

## H. V. HANDLEY SELLS INTEREST IN ARKANSAS HOOP AND LUMBER CO.

Harry V Handley, president of the Arkansas Hoop & Lumber Company, Wynne, Ark., has sold his interest in the company to W. Kingsbarry, from Belknap, Ill., and R. E. Gibbons and William Fields, from Grand Chains, Ill. Mr. Handley will remove to Belleville, Ill., where he has large farming interests.

## CORRESPONDENCE BETWEEN DEPARTMENTS OF COMMERCE AND JUSTICE ON ACTIVITIES OF TRADE ASSOCIATIONS

The questions arising out of the activities of trade associations are of such complex legal character that it has been deemed wise to release the whole correspondence that has taken place recently between the Department of Commerce and the Department of Justice on the subject:

DEPARTMENT OF COMMERCE,
OFFICE OF THE SECRETARY,
Washington, February 3, 1922.

MY DEAR MR. ATTORNEY GENERAL:

The situation regarding the activities of legitimate trade associations is more disturbing now than at any time since we first discussed the matter, and since Mr. Lamb was advised by Col. Goff and Mr. Fowler that it was your desire that I present an informal, interdepartmental inquiry regarding the present status of the law relating to legitimate trade associations and the extent that they may engage in legitimate co-operative activities, I have made a further survey of the matter, and the questions hereinafter presented seem to me to be vital to trade associations based on present information secured through recent investigation.

It may not be out of place to call your attention to the organic act which created the Department of Commerce, which imposed upon the Department the duty "to foster, promote, and develop the foreign and domestic commerce, the mining, manufacturing, shipping, and fishery industries, and the transportation facilities of the United States." In obeying the commands of the statute it seemed to me that the Department should employ all available legal means to get into the closest possible touch with industry in all its forms and secure the best information possible regarding the needs and necessities of trade and commerce. If the Department has to help, aid, and assist industry, it must, of course, be conversant with the facts and conditions influencing the carrying on of trade. The existence of a large number of trade associations being well known prompted me to make inquiry regarding their forms of organization and the functions they were performing, to ascertain whether or not they could be utilized as a means for securing trade information that would properly aid the Department in performing its duties. My inquiry into the affairs of trade associations was not with the idea of creating a new scheme for carrying on business, but solely for the purpose of ascertaining whether or not they could properly be utilized in furnishing information that would not only be helpful to the Department and to the commercial world but to the public generally, always keeping in mind that whatever activities were carried on by such associations they should of necessity be within the terms of existing law. In the course of my inquiry I discovered that certain trade associations were involved in litigation which questioned the legality of their performances, and by reason of the litigation there was much doubt and confusion regarding the legal limits within which trade associations could properly operate. This situation seemed to call for conferences with your Department, which you have graciously afforded, and although no definite determination has heretofore been reached regarding the policy to be pursued, I realize the difficulties that confront you in attempting to reach a proper conclusion, and while a public announcement from you would have been most helpful to all, I most heartily acquiesce in your suggestion that the matter be presented as an informal, interdepartmental inquiry for my guidance in performing the duties imposed upon me by the organic act creating this Department.

So much has been said in the various conferences, coupled with lapse of time, in order to obviate excusable failures in memory as to the matters that have heretofore been discussed and to make clear the position and views of this Department, I desire to offer some preliminary observations regarding trade associations before asking the specific questions heretofore set forth in various informal memoranda and upon which I desire the informal expression of your views.

Commercial progress in industry has always been measured by the advance in knowledge of those engaged in industry. It is impossible for men to acquire or secure all possible knowledge at one time. Its acquisition is a growth resulting from continuous, intelligent inquiry. The knowledge of an industry that is necessary and essential to its success must embrace facts and circumstances that will in any way influence that industry. These facts and circumstances must include economic conditions as well as scientific facts to the extent that science is called into play in its operation and all commercial conditions that make for efficient production, merchandising, and distribution. No one will dispute the foregoing statements; they are fundamental and necessary to the life of trade and commerce.

The difficulty seems to lie in the determination of the means and methods that may be adopted to secure this necessary information. Little, if any, trouble is experienced in securing the admission that an individual may secure knowledge of these facts by any means that would not constitute an individual crime, and that he may use the information in such manner as his best judgment may tell him will bring him the greatest benefit.

But when two individuals engaged in the same line of industry undertake to provide a means for securing facts necessary and essential to the economic and efficient conduct of their respective organizations, this form of endeavor seems to at once assume an aspect of difficulty that, in my judgment, is in no way justified by a proper consideration of the underlying necessities therefore.

The individual sets up some form of instrumentality to secure the information without which, in the management of his business, he would be groping in the dark. His competitor across the street does the same thing, and each securing his information in his own way, uses it as he sees fit, and the action of either one has not offended the majesty of the law. Yet, if the two seek to join the instrumentality each has used for information purposes and the same information is received through one instrumentality and the information given to each and it is used in the same way it was before, it is suggested that the collective activity in the use of the consolidated instrumentality should not be permitted because of the greater ease and facility thereby afforded for the two individuals to make improper use of the information so acquired. In other words, the objection does not go to the instrumentality but to the abuse of the information that may be secured through the collective means.

The principle is the same whether two or two hundred join together in securing the information.

No form of legislation has ever yet been devised, nor has man, with all of his genius for invention, even been able to devise a rule or regulation that would prevent men from committing crimes if they are so minded. The best that can be done is to forbid the doing of certain acts or to command the doing of others, prescribing proper punishments in the case of the commission on the one hand and the omission on the other; and when legislation takes that form rules and regulations and administrative constructions which have for their objective the making of the prohibited thing more difficult will always include within their terms the law-abiding citizens as well as the prospective criminal.

We have had criminals since the beginning of time, and human nature can not be changed by legislation. The criminally inclined represent a small minority, and it may be said in a general way, that, excepting offenses against persons and property, most of the criminal statutes regulating trade and commerce and forbidding acts that seem against sound public policy have been made necessary for the control of the minority. None of these statutes, however, has undertaken to prevent the doing of a thing that would result in benefit to the public, but the restriction has been against the doing of the thing in an unlawful way. These statutes have not condemned lawful institutions or instrumentalities for the carrying on of commerce because some one might possibly abuse their use. The laws have condemned the abuse and punishments have been prescribed for those who may be found guilty of the abuse. Therefore, the fact that the minority may be known to violate given laws does not establish a principle that the primary means, lawful in itself, which they have adopted for the purpose of performing the unlawful acts should be entirely abolished and its use forbidden by law-abiding citizens. Each unlawful use of the means is merely an individual case of the violation of a law.

Trade associations have been in existence for many years. The great majority are legitimate, both in form of organization and in activity. The minority, while lawfully organized under articles expressing lawful purposes, may engage in activities that are evidence of purpose contrary to and outside of the declared purposes in the articles of organization.

Again, a trade association may have lawful form of organization and the activities of its officers may be clearly within the purposes declared in the association charter, and yet members of the organization may, by unlawful confederations, use the information lawfully secured for unlawful purposes. It may, therefore, truthfully be said that the line dividing the good association and the bad, the proper activity from the improper one, and the lawful activities of the officers of an association from the unlawful acts of the membership, can not be determined, in every instance, with singular ease. It is my belief, however, that it is more easy to determine the forms of organizations and activities that are generally recognized as good than to determine in advance those that may be bad, because in the latter instance the peculiar facts relating to each association the subject of inquiry may determine whether the organization or its members are operating in violation of law.

It is with much earnestness that I claim there is propriety, generally speaking, in trade associations. Their lawful field of endeavor is large, and their activities work for promotion and advancement of the public welfare and for progressive economic organization. In making this statement I am not unmindful of the fact that the impression exists with a small minority that individual prohibited acts may be accomplished by organization under the disguise of a trade association. However, to make my position clear regarding the trade associations, the existence of which I advocate, I desire to say that I have always taken the view that no body of men could combine in the form of a trade organization and do any act or thing forbidden by law if they were undertaken by them outside of a trade organization. The character of trade organization the existence of which should be preserved is one that carries lawful purposes only in its articles of association; its activities must be in harmony with its declared purposes. The articles of association, with their lawful, declared purposes, must not be used as a mask to hide unlawful purposes. In other words, the organization can not be used to conceal or disguise any contract, combination, conspiracy, agreement, or understanding, secret or otherwise, on the part of the officers of the organization or on the part of the membership or any part thereof to engage in activities in restraint of trade or otherwise in violation of the anti-trust laws.

There has been much information collected by legitimate trade associations in which the general public has no interest whatsoever, yet information of this class has always been freely offered to the daily and the trade press, as well as to any governmental agency that might desire the information as a matter of statistical record. On the other hand, certain statistical data are collected by trade organizations that would be of vast value to the public generally if published in practical, available form.

Many of the trade associations securing and disseminating the statistical data mentioned have restricted the same to its membership, while others have undertaken to give the same to the public through the daily and the trade press concurrently with its members. The trade associations of the latter class are in the minority.

Information lawfully secured regarding trade and economic conditions made public for the information of everyone can not be harmful. Information secured solely for the benefit of members and of a character that puts the membership, by reason of the information, in a position of advantage as compared with the public without such information can not be sanctioned by sound public policy. The act of securing the information and the use of it by the members of a particular organization may be perfectly lawful in itself, but it is my belief that good morals and a sense of fair dealing require the giving of the information secured in this collective manner to the public generally, to the end that all persons engaged in commercial transactions involving the information in question will be on an even footing.

The activities of trade associations that have received the greatest criticism involve the collection of statistics relating to volume of production, capacity to produce by districts of production, wages, consumption of products in domestic and foreign trade, distribution thereof, including volume of distribution by districts, together with figures as to stocks on hand, wholesale and retail, by districts, coupled with information as to price, either in the form of individual reports of each member distributed to every other member or the individual prices reported to the association and by the latter compiled and averaged by districts for certain specified periods.

If information regarding production, capacity, and distribution by districts, with average prices for grades, brands, sizes, styles, or qualities sold in the respective districts for specified periods of time could be given to the public at the same time that such information is available to the members of an association, in my judgment great public good would result. With this information available, everyone dealing in the products of a given industry, whether buyer or seller, would have the same information regarding conditions and, in dealing with one another would have knowledge of the same facts upon which to form their judgments as to the proper course to pursue.

A majority of the associations collecting data of the nature indicated have distributed same only to members of the association, while others have undertaken to give the information to the public through the daily and trade papers. Publication of the information by these associations in the daily press has not been general, and its availability to the public has been largely through the medium of trade papers, and through the daily press to the extent that the latter may have been utilized. When published through trade papers this information should be released to members only after such publication.

It should be borne in mind that the criticism aimed at this form of activity has not involved the instrumentality for securing it or the subject-matter of the information, but has been directed to the use, or possible use, that might be made of the information and the fact that no means existed for distributing the information to the public at the same time that it was received by the members of the association. These observations likewise apply to the criticisms directed to the furnishing of average price of given commodities according to grade, size, brand, or quality by districts for specified periods of time, based on past and closed transactions.

With these observations, which have been extended at greater length than I intended, I desire the informal expression of your views as to the following activities on the part of trade associations and their members wherein neither the form of the association nor the activity, which appear perfectly fair and lawful on the surface, is used to hide or conceal some contract, combination, conspiracy, agreement, or understanding, secret or otherwise, on the part of the association, the membership, or any part thereof to actually restrain trade or otherwise violate the Sherman Act:

(1) May a trade association provide for its members a standard or uniform system of cost accounting and recommend its use, provided that the costs so arrived at by the uniform method are not furnished by the members to each other or by the members to the association and by the latter to the individual members?

(2) May a trade association advocate and provide for uniformity in the use of trade phrases and trade names by its respective members for the purpose of ending confusion in trade expressions and for harmony of construction as to the meaning of trade phrases, names, and terms?

(3) May a trade association, in cooperation with its members, advocate and provide for the standardization of quality and grades of product of such members, to the end that the buying public may know what it is to receive when a particular grade or quality is specified; and may such association, after standardizing quality and grade, provide a standard form of contract for the purpose of correctly designating the standards of quality and grades of product; and may it standardize technical and scientific terms, its processes in production, and its machinery; and may the association cooperate with its members in determining means for the elimination of wasteful processes in production and distribution and for the raising of ethical standards in trade for the prevention of dishonest practices?

(4) May a trade association collect credit information as to the financial responsibility, business reputation, and standing of those using the products of the industry; and may the association furnish such information to individual members upon request therefor, provided such information is not used by the association or the members for the purpose of unlawfully establishing so-called "black lists?"



(5) May a trade association arrange for the handling of the insurance of its members, including fire, industrial, indemnity, or group insurance? In other words, can the members of an industry, through the agency of a trade association, arrange for or place all of the insurance of the members?

(6) May a trade association, in cooperation with its members engage in cooperative advertising for the promotion of trade of the members of that association engaged in the particular industry; and may the association engage in such form of promotion by furnishing trade labels, designs, and trade-marks for the use of its individual members?

(7) May a trade association, for and in behalf of its members engage in the promotion of welfare work in the plants or organizations of its members, which welfare work includes sick benefits and unemployment insurance for employees, uniform arrangements for apprenticeship in trade education, the prevention of accident, and the establishment of an employment department or bureau for cooperation with employees?

(8) May a trade association, in cooperation with its members and acting for and in behalf of its members, handle all legislative questions that may affect the particular industry, regarding factories, trades, tariff, taxes, transportation, employers' liability and workmen's compensation, as well as the handling of rate litigation and railroad transportation questions?

(9) May a trade association, in cooperation with its members and acting for and in their behalf, undertake the promotion of closer relations between the particular industry and the Federal and the State departments of government which may have administration of laws affecting the particular industry in any form?

(10) A. May a trade association collect statistics from each member showing his volume of production, his capacity to produce, the wages paid, the consumption of his product in domestic or foreign trade, and his distribution thereof, specifying the volume of distribution by districts, together with his stock, wholesale or retail?

B. And may such trade association, on receipt of the individual reports of each member, compile the information in each report into a consolidated statement which shows the total volume of production of the membership, its capacity to produce by districts of production, which, in some instances, include a State or less area, the wages by districts of production, the consumption in foreign or domestic trade by districts, the volume of distribution by districts, and the stocks on hand, wholesale and retail by districts?

C. And if, after compiling the information as aforesaid, the information received from the members as well as the combined information is not given by the association to any other person, may it then file the combined statement with the Secretary of Commerce for distribution by him to the members of the association through the public press or otherwise and to the public generally, and to all persons who may be in any way interested in the product of the industry, it being understood that the individual reports for the members should cover either weekly, monthly, quarterly, or longer periods, as may be deemed desirable by the members, and, when a period is adopted, the report for each member shall cover that period, and the combined report shall be for that period?

11) A. May a trade association, at the time it collects the production and distribution statistics above outlined, at the same time have its members report the prices they have received for the products they have sold during the period taken, specifying the volume of each grade, brand, size, style, or quality, as the case may be, and the price received for the volume sold in each of the respective districts where the product is sold?

B. And may the association, without making known to any person the individual price reports of any member, consolidate all of the reports into one and show the average price received for the total volume of each —grade, brand, size, style, or quality—as the case may be, distributed in each district covered by the distribution statistics for the period covered by each individual report?

C. And may the association after making such compilation, send the compiled report as to average price, as aforesaid, to the Secretary of Commerce to be by him distributed to the public and to any or all persons who may be interested in the particular industry making the reports?

In order to avoid repeating this question in connection with each one of the activities outlined in the eleven preceding questions, may trade associations engage in any or all of the activities named without violating the law, provided the organization and the activity engaged in are not for the purpose of hiding or concealing some agreement, contract, etc., to actually restrain trade or otherwise violate the anti-trust laws.

As stated in the beginning I do not ask you to express your views in a formal opinion, but it is my hope that you may see your way clear to give me the advice that will enable me to adopt the proper administrative action in undertaking the duties imposed upon the Secretary of Commerce by the organic act creating the Department. It is unnecessary for me to say that the general, unsettled condition regarding the proper provinces of trade associations justifies as early a reply to these inquiries as your other numerous duties will permit.

Yours, faithfully,
HERBERT HOOVER,
*Secretary of Commerce.*

HON. HARRY M. DAUGHERTY,
*Attorney General,*
*Department of Justice,*
*Washington, D. C.*

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OFFICE OF THE ATTORNEY GENERAL,
*Washington, D. C., February 8, 1922.*

MY DEAR MR. SECRETARY:

Your communication of the 3d instant relating to the practices in which trade associations may lawfully engage was received. I recognize the force of your able discussion of the subject, and after careful consideration of the several activities which you suggest can be exercised lawfully, I beg to say:

With reference to the first paragraph, there is no apparent objection to a standard system of cost accounting, but I think associations should be warned to guard against uniform cost to any item of expense. For illustration, a strong effort has been made by some lumber associations to take as a basis for estimating costs of production a uniform charge for stumpage. Of course the cost of the timber in the tree to the different manufacturers who own their timber in the woods greatly varies; and as to each it should be charged at its actual cost. It is as clearly a violation of the law to agree upon the cost of an item that constitutes a substantial part of the total cost price when its cost actually varies as to agree upon the sales price, because the sales price is substantially affected by such agreement. It has been ascertained that the members of one association go so far as to fix a uniform cost price, leaving to each member to determine what per cent profit he will add, thus eliminating entirely competition in so far as affected by the cost of production.

Furthermore, I have serious doubts about the advisability of the latter part of the sixth paragraph. I can see no objection to cooperative advertising designed to extend the markets of the particular article produced or handled by the members of an association, but when the several producers or dealers use uniform trade labels, designs, and trade-marks, it seems to me the inevitable result would be a uniformity of price. Where two competing articles are advertised in precisely the same way and bear exactly the same label or trade-mark, it certainly would be difficult for one to be sold at a higher price than the other, although its quality may be superior. In a way this is illustrated in the cement industry. There a standard of quality has been adopted. That is, it is necessary for all cement to comply with a certain standard, but in practice no manufacturer undertakes to make, or at least no one advertises that he does make, a grade of cement superior to that standard. The result is that there is no competition in the sale of cement so far as quality is concerned. It seems to me therefore, that it would be well to eliminate the latter clause in paragraph (6), to wit, "and may the association engage in such form of promotion by furnishing trade labels, designs, and trade-marks for the use of its individual members?"

I can now see nothing illegal in the exercise of the other activities mentioned, *provided always* that whatever is done is not used as a scheme or device to curtail production or enhance prices, and does not have the effect of suppressing competition. It is impossible to determine in advance just what the effect of a plan when put into actual operation may be. This is especially true with reference to trade associations, whose members are vitally interested in advancing or, as they term it, stabilizing prices, and who through the medium of the associations are brought into personal contact with each other. Therefore, the expression of the view that the things enumerated by you, with the exceptions stated, may be done lawfully is only tentative; and if in the actual practice of any of them it shall develop that competition is suppressed or prices are materially enhanced, this Department must treat such a practice as it treats any other one which is violative of the Anti-Trust Act.

Yours, sincerely,
H. M. DAUGHERTY,
*Attorney General*

HON. HERBERT HOOVER,
*Secretary of Commerce,*
*Washington, D. C.*

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DEPARTMENT OF COMMERCE,
OFFICE OF THE SECRETARY,
*Washington, February 9, 1922.*

My Dear Mr. Attorney General:

I have your letter of the 8th instant, in reply to my letter to you of February 3, 1922, in which I made informal inquiry as to the legality of certain activities of trade associations enumerated in eleven questions. It is very pleasing to me to note that our views regarding these matters are in such close harmony.

Your observations regarding the last clause in question (6) in my letter are wholly sound, based on the language of that clause. It was not, however, my idea that each constituent member of a trade association would use a community trade-mark on his product—i. e., the same trade-mark that was used by every other member of the association—and therefore the last clause in that question was unhappily worded. The question really relates to trade promotion through cooperative advertising, in which certain trade slogans are used, such as "Made in Grand Rapids," which was adopted by the furniture manufacturers at that furniture center. Generally, activities covered in question (6) are conducted by a trade association in a given local community. An organization at Chicago advertises for its entire membership, which includes every line of commercial endeavor in Chicago, that the city is the great central market. It is cooperative advertising of this class that tends to promote trade extension in given lines or collected lines of industry. Certain of the trade associations, however, do devise trade-marks, not for use by all members but for individual members. It is a well-known fact that when some manufacturer or producer is fortunate enough to select a trade-mark that appeals to the public it becomes a great aid in selling his commodity, and as a result it is well advertised until it becomes a household word. Other producers or manufacturers of the same kind of an article, in order to take advantage of this situation, will devise a trade-name or trade-mark as near to that of the successful competitor as he thinks he can go and still escape suit under the trade-mark or unfair competition laws. The activities of a trade association regarding trade-marks to which I referred in my letter of the 3d relate to the straightening out of instances of unfair competition or infringement as between the members by undertaking to design trade-marks for the individual members of the associations making the same product that would absolutely prevent confusion on the part of the public as to the producer or manufacturer of the given article, and at the same time remove all claim of infringement or unfair competition. In other words, the trade-mark activity referred to was that of making the trade-marks of each individual member distinctive instead of common. You may, therefore, consider the part of my question (6) referred to in your letter as eliminated from the question, and that the question was really intended to cover the matters stated herein. With this explanation I feel sure you will agree with me that our views on the matters presented are in complete accord.

Yours, faithfully,
HERBERT HOOVER,
*Secretary of Commerce.*

HON. HARRY M. DAUGHERTY,
*Attorney General,*
*Department of Justice,*
*Washington, D. C.*

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OFFICE OF THE ATTORNEY GENERAL,
*Washington, D. C., February 9, 1922.*

My Dear Mr. Secretary:

Your letter of the 9th instant relating to paragraph (6) of the questions you had previously propounded with reference to the activities of trade associations was duly received, and in reply thereto I will say:

Not being familiar with the practices of such associations in respect to trade-names, trade-marks, labels, etc., I did not clearly understand the meaning of the latter clause of paragraph (6), and your explanation places the matter in a somewhat different light. However, I hardly feel that I can express assent to the adoption of a rule by a trade association or to its membership engaging in a practice whereby the difference between trade-names, trade-marks, labels, etc., used by the different members of an association and questions of unfair practices arising out of such use may be determined by the association or a body constituted by it, and a resort to the courts by those believing themselves aggrieved, for the determination of such questions of unfair practices, be prevented. It seems to me that if it were recognized that associations could exercise such a power a door would be opened for the adoption of many schemes the use of which might result in the regulation of prices and the suppression of competition. The principles adopted by the courts with reference to such practices are well defined and the courts are open at all times for the redress of such injuries, while an association has no fixed principle for its guidance, and it would be inclined to take such action as would best conserve the interests of the several members.

However, I can see no objection whatever to cooperative advertising by community trade-marks or trade-names as illustrated in your communication.

Yours, very sincerely,
H. M. DAUGHERTY,
*Attorney General.*

HON. HERBERT HOOVER,
*Secretary of Commerce,*
*Washington, D. C.*

## OIL AND RAIL MEN IN CLASH BEFORE INTERSTATE COMMERCE COMMISSION

Petroleum men and railroad representatives came into direct disagreement before the Interstate Commerce Commission general rate hearings in Washington, D. C., February 23d, when Robert L. Welch, general counsel for the American Petroleum Institute, made a preliminary argument for lower rates on oils and gasoline.

Mr. Welch said that price declines during 1921 on petroleum products made a loss of values for the annual output as compared with the annual output of 1920 of at least $1,000,000,000. Though certain increases had taken place in the latter part of 1921, he said, the petroleum industry could be classed as "having been first hit by the business depression." Freight rates, he declared, were now too high.

M. G. Roberts, attorney for the St. Louis-San Francisco Railroad, in cross-examination, attempted to show that prices of Oklahoma crude sold in 1921 at an average of $1.63 a barrel, while between 1913 and 1916 it sold at from 38 cents to $1.16 a barrel; that consumption of petroleum in the United States was greater in the first six months of 1921 than in 1920, and that the industry profited since the increase in freights in 1920 as it never did before. Mr. Welch did not challenge the figures. He protested, however, the reference to profits.

"The fact is," he said, "that the petroleum industry has gone through the most drastic depression that it has ever experienced."

Lacey Walker, statistician for the petroleum institute, calculated, when called as the second witness, that during 1921, 104,409 fewer carloads of petroleum products were shipped by railroads than during 1920 as the result of higher rates.

## WILL MANUFACTURE TIGHT STAVES

The Nowlin-Carr Company, which started operations recently at Arkadelphia, Ark., will manufacture tight barrel staves. The company has mills in Arkansas and Louisiana and the headquarters will be at Arkadelphia.

### GOOD OPPORTUNITY TO BOOST THE WOODEN BARREL

Styled as "The Informashow," an exposition will be held at Rochester, N. Y., under the auspices of the National Association of Purchasing Agents, in connection with their seventh annual convention, which will be in session in that city the week of May 15th to 20th.

As may be gathered from the title, the primal purpose of the show will be the exhibition of wares to, and the dissemination of information among, the large body of buying representatives who will be in attendance at the association meetings.

Data available at this time gives assurance that the numbers of exhibitors will be large, with the lines shown widely varied, and the vigorous and aggressive promotion that the undertaking is receiving would seem to guarantee its success even at this early date.

It is difficult to conceive of a more favorable opportunity to boost the wooden barrel than is furnished by this exposition. By reason of the auspices under which it will be held, the attendance will embrace the purchasing directors of practically every major industrial line in the business world, and the exhibitors will be enabled to give actual visual demonstrations of the merits of their respective products direct to the individuals, who represent a very heavy percentage of the buying power of the country.

The wooden barrel should be represented at this exposition, preferably at the instance of The Associated Cooperage Industries of America, but failing that, some individual manufacturer could do a fine piece of constructive trade work by arranging for a cooperage or stock display. The show is being handled by the National Expositions Bureau, 1408 Kimball Building, Wabash Avenue and Jackson Boulevard, Chicago, from whose offices all necessary information can be secured.

### CLINTWOOD STAVE CORPORATION TO RESUME OPERATIONS

J. L. Ellis, president of the Clintwood Stave Corporation, with main offices at Bluefield, West Virginia, while en route on a swing around the eastern territory, informed the JOURNAL that his company was preparing to resume cutting activities.

Mr. Ellis, who is widely known throughout cooperage and lumber circles by reason of his long activity in both lines, further states that he and his associates had under consideration a plan for expansion of their cooperage operations, one of the items of which is a storage and shipping yard on the eastern seaboard.

### CUBA ACCEPTS PROPOSALS OF AMERICAN BEET SUGAR INTERESTS

Cuba will not reduce artificially this year's sugar crop, but will agree to limitation of exports to the United States, it was announced February 20th at Havana by Jose M. Cortina, Secretary of the Presidency, and chief of Cabinet, speaking for the Government.

The secretary's announcement was made at the conclusion of a meeting in the national palace between President Alfredo Zayas, members of his Cabinet and party leaders from both houses of Congress, at which the report of a committee of legislators and Cuban sugar producers named recently to study proposals made by American beet sugar interests were considered.

It was decided to accept in principle the proposals of the American beet sugar interests, according to Secretary Cortina, providing for no reduction in the present crop, but for a limitation of exports to the United States to the extent considered essential to their interests by the American beet sugar interests.

The report of the committee will be made public as soon as various modifications in the original, approved at the conference, can be made and the amended document approved by the President.

### LARGEST SUGAR REFINERY IN THE WORLD HAS A BIG YEAR

The California and Hawaiian Sugar Refining Company, San Francisco, Calif., has had a satisfactory year, according to report just issued. The company's plant is the largest sugar refinery in the world and refines almost the entire sugar crop of the Hawaiian Islands. It is owned by thirty-one island plantations.

The refinery pays the plantation 75 per cent. of the market value of the raw sugar. After the sugar is refined and sold, the refining company deducts the initial payment plus expenses from the gross returns. The refinery gets a commission of 5 per cent. on the gross sales. The remainder is divided among the plantations.

### BUYS BIG TURPENTINE RIGHTS

One of the largest naval stores deals in Georgia or Florida for several years was consummated at Valdosta, Ga., recently, when E. P. Rose, J. R. Dasher and Frank P. Rose bought the turpentine rights to 260,000 acres of turpentine timber.


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WANTED—Half-barrel staves for fish packages. Staves should be 23" or 24" long. Also want hoops for same packages. Quote in small lots. Address JOSEPH A. NOWITZ, 10 Lee Street, Charleston, S. C.

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*Manufacturers of*
**Tight and Slack Cooperage Stock**
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We make QUALITY STOCK
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We are prepared at all times to make prompt shipment in any quantity anywhere
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We also Manufacture
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Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.

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TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
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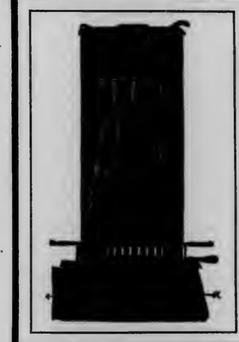

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With new solid base and other improvements, making it now

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Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

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Kegs
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All Purposes

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Modern Plant
Expert Workmen
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Helpful Service

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Meadow and Snyder Avenues
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We are in immediate need of No. 1 Lubricating, Refined, Cottonseed Oil, Turpentine, Wood and Denatured Alcohol barrels, 30 gallon Gum Syrups, 200 lb. Galvanized Hoop Porks, and No. 1 Lubricating Half-Barrels.

Also one car each 20½ in. Red Oak Oil Barrel Heading, 20½ in. White Oak Oil Barrel Heading, 21 in. Gum Syrup Barrel Heading, 19¼ in. Pine Sugar Barrel Heading.

Rush quotations F. O. B. Philadelphia.

Motor Truck or Railroad Delivery

Prompt Shipment---Any Quantity

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Half-Barrels, Kegs **BARRELS** Tierces, Hogsheads

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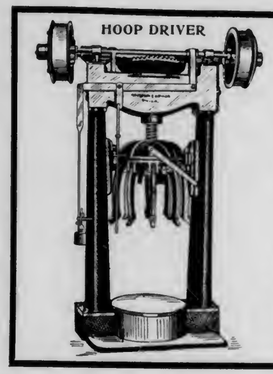

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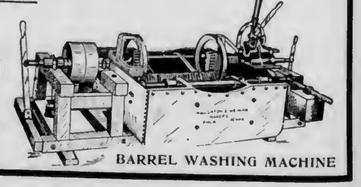

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100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

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Price with one saw blade, dry battery ignition and Zenith carburetor ..... $200.00
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Price extra 5, 5½ or 6-foot saws, each..... 11.00
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## Genuine Hill Style 'E' Steam Dog

Everything required for Cross Cutting and Dogging.

**Our STEAM DOGS and DRAG SAWS**

are standard equipment in every modern American cutting-up plant.

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Kegs
Half-Barrels
All Sizes
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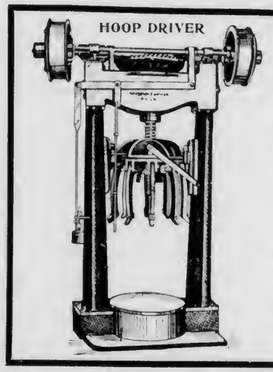


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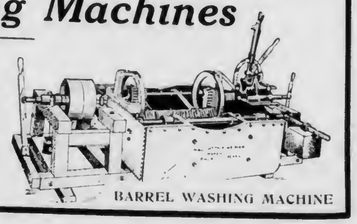

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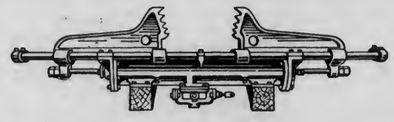

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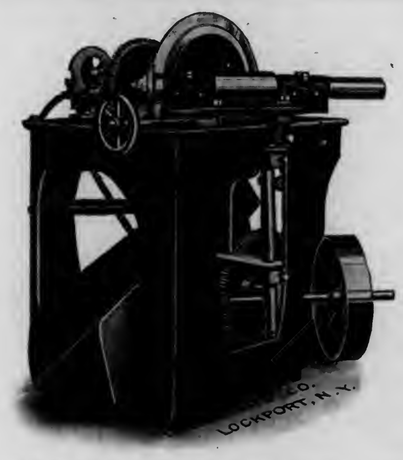
**Tight Barrels and Shooks**

**Domestic and Export**




**TREVOR Patent Automatic Heading Turner**

The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

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**No. 5 HEADING TURNER** showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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Successor to JOHN GREENWOOD

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DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVII | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, April, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 12



*The old, old statement, "We have the quality, price and service," you hear repeated until it is tiresome.*

*If you are a customer of ours you know, however, that we actually have all three.*

*If you are not, we want you to make us prove it with your orders.*

*By the way, we put "quality" first, so should you.*

¶ Under the same management we began making and handling "The Best Stock" twenty-five years ago

National Manufacturing Co.
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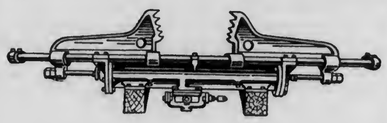

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are standard equipment in every modern American cutting-up plant.

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## WE CLAIM

a distinct superiority for our hoops by reason of the high grade of raw material used and the extrarodinary care exercised in their manufacture. :: :: Modern equipment handled by competent workmen builds satisfaction into every hoop we make. :: :: :: :: ::

Order through your Jobber, but demand "QUEEN CITY HOOPS"

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Complete Stocks Prompt Shipments

Attractive Prices

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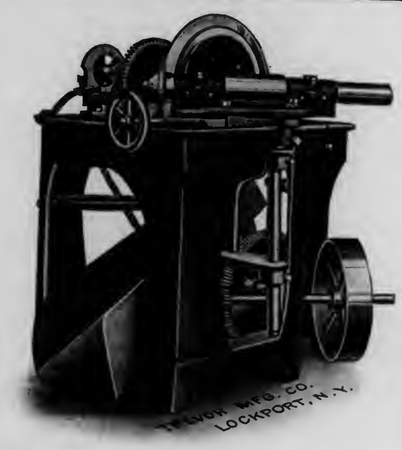


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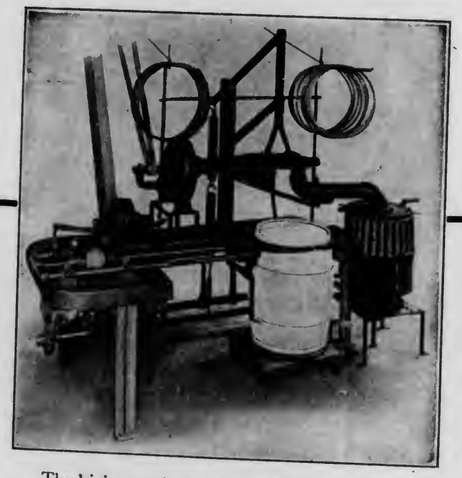

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**"Perfection" Heading-up Machine**

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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# COILED ELM HOOPS

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Complete Stocks Prompt Shipments

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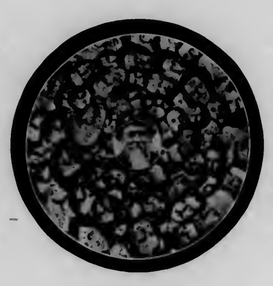

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# The National Coopers' Journal

THIRTY-SEVENTH YEAR | PHILADELPHIA, APRIL, 1922 | $2.00 PER YEAR VOL. XXXVII, No. 12.

## New Orleans Reports Brazilian Trade Would Yield Good Business if Properly Cultivated. Urges Cooperage Industry Be Represented at Rio Janeiro Exposition

The United States is expending a million dollars preparing an exhibit of American products at the coming trade exposition at Rio Janeiro, but, so far, cooperage men have not been falling over each other in their efforts to feature their products there, although there are magnificent trade openings in Brazil. The Brazilian trade, if properly cultivated, would soon more than make up for the business we have lost through the beggary of Europe.

**Steamship Agents Should Be Foremost Boosters of the Wooden Barrel**

A large export business in flour is now being done through this port, and from the character of these shipments being handled on the wharves here it would seem that the flour barrel coopers have died out, or are lying down on their jobs. Shipments run as high as fifteen hundred or two thousand bags to the lot, with an occasional shipment of ten or a hundred barrels, sent out, probably, as souvenirs. There are a great many products that can be shipped in sacks to good advantage, but flour is not one of them, and anyone who has had much experience in the actual handling of shipments knows that to export flour in sacks is a crime, and should be forbidden on sanitary grounds. In spite of the extra cargo space required by barrels it is strange that steamship companies will accept flour in bags, the liability to loss and damage is so great. Steamship agents should rank among the foremost barrel boosters.

**Glucose Shipments Are in Barrels**

Large shipments of glucose frequently pass through this port, and it would seem that some good coopers are working that trade, or that glucose cannot be handled in any package but a barrel, for this product always comes in barrels.

**A Goodly Number of Small Export Shipments Are Going Forward**

No very large export shipments of cooperage stock have been noticed during the last month, but a good number of small shipments have been made, most of them to British ports, with a few to Italy and Spain. Trade in cooperage with the continent of Europe is exceedingly limited, except with Spain, and even the Spanish trade shows but slight signs of revival.

Trade with Cuba shows some improvement, but is still badly demoralized.

Trade with Mexico is large, and growing rapidly in everything but cooperage, for the cooperage business with our nearest neighbor is still only a fraction of what it should be.

**Strenuous Business Soliciting Would Win Sugar Trade for Wooden Barrel**

Most of the progressive sugar men make all arrangements in the spring for taking care of their season's output, and our lamented friend, the late W. T. King, kept in touch with this trade all the year round, and as soon as one season's grinding was over he would begin booking orders for the next, so that his fall trade in sugar barrels would be pretty well lined up by April 1st. Last season was practically a failure in the sugar barrel line, and so far no one seems to have done much towards booking orders to apply on the next crop. It is to be hoped, however, that many of the country sugar mill men will figure out the problem for themselves, and remembering that, after all, barrels are the best packages, will send in their orders by mail, unsolicited. Indications are that if the sugar barrel, after losing out for one year, is to score a comeback, it will have to speak for itself, as there are few signs of any strenuous efforts being made to promote its use.

**Butter Tub Trade Is Good**

Trade in butter tubs and buckets is good, and there is a fair demand for lard-oil barrels and tierces.

**Vegetable Barrel Demand Will Keep Coopers Busy**

Business in vegetable barrels holds up well. Tomatnips and other barrel vegetables, flourish and will keep damaged by unfavorable weather but carrots, beets, turnips and other barrel vegetables flourish and will keep a good many coopers busy until the arrival of new potatoes, whose tender skins make barrels necessary.

**Second-Hand Barrel Business Has Assumed Large Proportions**

Many coopers used to scoff at the second-hand barrel trade, but that business has assumed large proportions, and there have been dull times lately, when some of the smaller shops would have had to close down entirely if they had not been helped out by the second-hand barrel.

**Where the Stave Manufacturer Fails His Own Trade**

Fashions in containers change from time to time, but it is generally understood that the barrel is, at all times, the proper and accepted container for lubricating oil, so that it is a little surprising to note that some of our friends at the stave mills buy their lubricating oil in steel drums. They expect the barrel to boost itself, while they pay a premium for other packages.

**Pyramided Cooperage Is the Paint Manufacturers' Business Sign**

The paint people have the right idea. They sell paints in little tin buckets and cans to suit the needs of the small trade, but for large orders they use wooden barrels of all sizes and the usual sign displayed before their stores is a pyramid of cooperage packages. There is some demand for paint cooperage here, and now and then a good order comes in for slack barrels to hold materials from which paint is to be made.

**Soft Drink Line Calls for More Slack Barrels Than Did Beer Bottle Trade**

The soft drink people are now buying more bottle barrels than were formerly used for bottled beer, and as the weather continues to grow warmer the demand will improve. The demand for syrup and extract barrels for this same line of business has never assumed any great proportions, but it is large enough to be quite interesting for those who get the orders. This is a good business, and is likely to be permanent, as no package but the wooden barrel is a fit container for such products.

**In the Aggregate, Demand for Fish Barrels Is Large**

The oyster trade calls for a good many ventilated barrels and at present there is some demand for a low-grade barrel for the shipment of fresh fish. The fishing villages along the Gulf coast buy some barrels for dried shrimp, and for shipping fresh shrimp on ice to distant points. No one shipper uses many barrels for these purposes, but there are so many people in this business that the total number of barrels used for sea foods is quite large.

**Barrels for Electrical Supplies**

To judge from the number of barrels that come here filled with dry cells and other electrical supplies it would seem that somewhere the coopers are getting considerable business from the electricians, though there is no appreciable demand for packages for such goods here, as our electricians are not manufacturers.

**Pickle Barrel Business Is Good**

The demand for barrels for denatured alcohol continues fair, and there are several plants here that use good sized lots of vinegar barrels.

The pickle barrel business is now on and is good, what there is of it. The little cucumbers when gathered are put first in big wooden tanks, then are carried in tank cars, then are stored and kept in barrels, until finally they are packed in glass jars and bottles and are ready for the grocery trade.

The business in coffee barrels, that is for containers for roasted coffee put up in pound packages, is small but steady.

**The "Hustler," and One Who Does Not Disdain Small Orders, Is Prosperous**

As there is now no immense trade in sugar barrels the business of the local cooper is made up of a great many small items like those mentioned. Each of these taken by itself seems trivial, but together they make up a good, large business. The cooper who is waiting for some big business boom to come along is not doing much just at present, but the fellows who get out and hustle, lining up a good variety of comparatively small orders from all sorts of people, are prospering.

**Wooden Barrel Is Real "Pilfer Proof" Package**

There are on the market several styles of boxes that are advertised as "pilfer proof," but the real pilfer proof package is the barrel, for the average petty thief has not the skill to take a few samples from a full barrel, and get the head back in place again, and when the heads are reinforced, as is the practice with many shippers, it is impossible to pilfer from the package without the loss being detected.

**Demand for Half Barrels and Kegs Larger Than Ever Before**

The demand for half barrels and kegs, both tight and slack, is much larger now than ever before, that is, in proportion to the number of cooperage packages used, though the tubs made by sawing standard sized barrels in half, are rarely used here, they would certainly be very desirable packages in many lines.

**Pine Heading Growing in Favor**

Pine heading is growing in favor here, and is now used in many lines where it would not have been considered a few years ago.

### LUMBER EXPORTERS' DIRECTORY

During the latter part of March the Lumber Division of the Department of Commerce forwarded a questionnaire to exporters of lumber and wood products, with a view to having these concerns listed in its "Exporters' Directory," which will be given wide publicity both in foreign countries and in the United States. As the lumber exporters themselves had requested the sending out of these questionnaires, Axel H. Oxholm, Chief of the Lumber Division, feels sure that they will be promptly filled out and returned.

There is no expense whatever to the lumber trade or other wood products manufacturers in connection with being listed in the "Exporters' Directory." If a concern believes that it should be listed in the "Exporters' Directory," and if it has not received a questionnaire by April 15th, the Lumber Division asks that such concerns communicate with it as soon as possible after that date. Aside from the advantage to the public of having a "Lumber Exporters' Directory" the information obtained from the questionnaires will be used by the Lumber Division in serving the individual concerns to better advantage on the strength of the information in regard to markets and export methods which is given.

### NEW PLANT OF MONARCH COOPERAGE MODERN IN EVERY PARTICULAR

The plant of the Monarch Cooperage Company Dyersburg, Tenn., has been rebuilt and placed in operation. The factory replaces one that was destroyed by fire during the month of October, 1921. The new plant is modern in every detail and affords employment to quite a large working force. The Monarch Cooperage Co., is owned by the Mill Shoals Cooperage Co., St. Louis, Mo., of which company O. T. Steudle is president.

### CHESS & WYMOND COMPANY TO MAKE DIMENSION STOCKS

The Chess-Wymond Company have arranged to establish a plant at Jackson, Miss., in conjunction with their stave operations at that place, for the production of dimension lumber from the low grade hardwoods. The equipment for the plant has been purchased from the P. B. Yates Machine Company, Beloit, Wis. The new industry is in the nature of an experiment, and if successful the company will immediately arrange for the building of a much larger plant.

# Louisville Reports Paint and Varnish Lines Are Showing Improvement in Demand for Cooperage

The general cooperage situation in Louisville shows no great change over a month ago. The slack trade is in very fair shape, however, although the tight barrel people are not busy. There is very little production of tight stock reported from the South, or by Louisville producers. Consumers seem to feel that prices are at rock bottom and are willing to buy on today's prices for future deliveries, where need is anticipated, but they do not want to stock now. The paint and varnish lines are showing improvement, but food supplies are not taking many more containers. There has been some export demand, but at weak prices.

The demand for slack barrels is much better than it was, the local trade having been fairly active all season, there not being much shipping demand, but just a good steady local consumption. Flour barrels are not very active, but potato barrels have had a big year, as more stock has gone into storage than usual. Sugar barrels were good, and there is more movement in prospect.

### The Tight Barrel and Stock Market

Tight barrels and stocks show no price changes over the month, the market having reached rock bottom and stopped. Quotations now ruling at Louisville are: White oak oil staves, $50 a thousand; red oak, $45; spirit, $85; gum, $37.50. Heading—White oak, 40 cents; red oak, 35 cents; gum, 27½ cents; spirit, 62½ cents per set. Barrels—White oak, oil, $2.10; red oak, $2.05; spirit barrels, $3.50; gum, $2; white oak half barrels, $2. Kegs—5-gallon, $1.10; 10-gallon, $1.30; 15-gallon, $1.40; 20-gallon,, $1.60; and mixed white and red oak kegs are 15 cents each under above quotations on straight white oak kegs.

### Slack Stock Market Stiffens

Slack cooperage stock prices are a little stiffer, but barrels weakened in the past few weeks. Flour barrels are quoted at 70 a 75 cents; salt, 65 a 70 cents; sugar, 80 a 90 cents; produce or potato, 45 a 60 cents; one head barrels, 40 a 45 cents; sugar size No. 2 stock produce barrels, 60 a 75 cents. Slack staves are quoted at $8 a $9, and $10 for No. 2. No. 1, $14 a $15; mill run, $11 a $12; six foot elm hoops, $15 a $17; No. 1 heading, 17⅛ inches, 12 a 14 cents; No. 2, 9 a 10 cents; No 1, 19⅛, 15 a 17 cents; No. 2, 11 a 13 cents.

### The Whisky Distilling Situation

So far as can be ascertained there has been practically no whisky made in Kentucky this spring. The winter months are the distilling season, as in hot weather, river, and even well water is too warm for cooling down mash before it is placed in the fermenters. One report states that Pennsylvania, last year made about 20,000 barrels, and this year will probably make about 50,000 barrels, and this year will probably make about 50,000 barrels, but—Kentucky distillers have shown a general lack of interest in making medicinal or any other kind of whisky. It is too hard to figure out just what the Federal or State laws will be a few months hence, therefore, no one wants to take chances with making up merchandise that may prove unsalable, although aged whiskies promise to become quite scarce if distillers do not start to operate soon.

### Apropos Whisky Staves and Heading

In discussing whisky distilling, one large cooperage concern stated there was practically no whisky staves or heading on the market. Stocks have been used up and the production of such oak staves means high expense. Another one reported that it had cleaned up most of its whisky stock, but had some goods still on hand that cost over $150 a thousand to produce, and which wasn't salable at even $125 a thousand today, although priced at $200 a thousand at the peak.

### One-Head Produce Barrels

One-head produce barrels have become far more popular the past year or so as a result of the shortage of used slack barrels, due largely to the small production of flour in barrels. One-head produce barrels are being used with burlap covers for spuds, and many other items and are sold for 40 to 45 cents, while two-head produce barrels are from 50 to 65 cents, some selling at a little under fifty cents.

### South American Demand for Knock-Down Cooperage Is Reported

It is reported that there has been some South American demand for staves and headings, knock-down cooperage, etc., and some demand for export of wine shooks through New York. However, prices for export are so low as to be unattractive. Domestic business is generally quiet, as consumers are not in a buying humor, and are not using much stock.

### Orders for Future Deliveries Are Being Placed

One prominent cooperage man said, "It is not a question of price. I have found some buyers who are so well satisfied that prices are at rock bottom that they are willing to place future orders, but they don't want to litter their inventories with the stock now, and don't want to have to put money into it until they are ready to use the stock. There are some "futures" actually coming in for delivery July 1 to November 1, when some of the cooperage concerns should be quite busy with the summer demand, and when there may be an advanced market and shortage as a result of the very small stocks in the hands of consumers, with a possible rush demand at time of need for packing."

### As to Stock Supply and Manufacturing Activities

There are good stocks of staves and heading on hand at most cooperage plants, while stocks of material on yards of stave and heading mills appear to be fair; most mills are shut down, especially the larger ones, with no effort being made to start again. Further in the South, it may be some time before operations will again start, as the woods are full of water and no logs are being cut to speak of. The Mississippi is on a rampage, with flood stage from Cairo, Ill., and Western Kentucky points south, woods being deep in water and lumbering at a stand still. In Eastern Kentucky, most of the stave mills are down, owing to lack of demand, etc. Not much trouble has been experienced from high water in Eastern Kentucky this year, therefore, the banks of streams are not covered with escaped stave bolts as has often been the case.

### American Hardwood Institute Will Be Formed

The American Hardwood Manufacturers Association at its meeting in Louisville March 7th and 8th, adopted a plan, whereby the American Hardwood Institute, capital $100,000, will be formed, and which will operate a statistical bureau, handling information concerning production, stocks on hand, sales, etc., keeping the trade informed. The information will be available to both buyer and seller, which will make the organization legal under the Sherman act. This association will take over assets, etc., of the present body, members of the old organization becoming stockholders. It will also assume all the other work of the old body. The service will be sold on a regular subscription basis. Lawyers have thoroughly examined the plan and claim that it is feasible. It has also been placed before Daugherty, of the Department of Justice, and Secretary Hoover, in outline, and they have informally passed upon its legality. This plan will make it possible to operate a statistical bureau, without violating the injunction placed against the old association, whose statistical information was for members only.

### Trade Briefs and Personal Mention

The Chess & Wymond Co., is operating part time at its local barrel and keg plant, but is doing practically nothing at its Southern stave and heading mills, having very fair stocks of material available.

W. P. Brown & Sons Lumber Co., Louisville, which has stave and heading operations at one of its Southern mills, has not been worrying with cooperage so far this season, as several of its lumber mills have not started, and the plant which has the stave operations is one of those idle. J. G. Brown, head of the company, will return shortly from an inspection trip to the mills.

The Louisville Cooperage Co. reports that demand is very slow for barrels and kegs. J. N. White, president, stating that he had never seen it much poorer than it is now. The company is operating one heading and one stave mill in Louisiana, and is down at its Eastern Kentucky operations.

The Smith Cooperage Co., of which D. H. Quigg is head, reports that its slack barrel business has been quite good all spring, and well ahead of last season.

Paul Dysart, Jr., of the J. D. Hollingshead Co., recently reported very fair business, produce barrels having been good the better part of the spring, while flour, and some other lines have been more active.

## NEW STAVE PLANT AT TULLULAH, LA.

A stave plant will be erected at Tullulah, La., by the Kurtze Bros. Lumber Co., of Helena, Ark. A lumber tract has already been purchased at Tullulah from which the new stave mill will cut.

## MORE THAN $2,000,000,000 WORTH OF AGRICULTURAL EXPORTS PRESENT ESTIMATE FOR 1922

More than $2,000,000,000 worth of food and farm products will be exported from the United States in 1922, investigations of the Commerce and Agricultural Departments show, indicating American farmers have prospects of a good business year.

A better business outlook for agriculture is based upon these two factors. Increasing world demand for American food because of the withdrawal from markets of Russia, which formerly exported 10,000,000 tons of farm products a year, and falling operating costs for farmers, with rising prices for nearly all of their products.

Before the war agricultural products were exported from the United States at the rate of about 10,000,000 tons a year. The value of these exports was about $1,000,000,000 a year.

At present farmers are exporting at the rate of 20,000,000 tons a year. This is the highest rate in history. In the war period and immediately following the armistice, when the entire world was buying heavily, agricultural exports totaled 16,000,000 tons a year. The 1921 export tonnage showed an increase of 25 per cent. over that record movement.

Foodstuffs and food animals are being sold abroad at a rate four times in excess of the prewar rate. For 1921 shipments were valued at $692,166,000, compared with $169,588,000 in 1913.

Corn exports increased from 45,287,000 bushels before the war to 129,055,000 bushels in 1921. The 1922 exports will be even higher than 1921, it is predicted.

That American farmers will experience a foreign demand for more than 10 per cent. of their products is regarded as certain by Government officials who have been scrutinizing the outlook for 1922.

Farm operating costs are decreasing as regards supplies, machinery and labor. Machinery prices have been cut more than 10 per cent. from the level of 1921.

Cost of farm labor is approximately 30 per cent. lower than a year ago, department reports show.

## EXPERIMENTING WITH IRRIGATION TO INCREASE FLAG OUTPUT

The following interesting article on Flag, by Mrs. Katherine B. Sawyer, appeared some little time since in the American Agriculturist. Mrs. Sawyer says:

"We have one crop in central New York which requires no cultivation and that is the flags. The flags grow wild on the Montezuma marshes of Cayuga and Wayne counties. Marshes contain thousands of acres upon which nothing much but flags and cat tails have ever grown. However, the barge canal now being completed, many acres of this land are so well drained that the soil can be used for farming and gardening. The soil is very black and is composed of the dead vegetation of ages, but it is filled with the tough roots of flags that have to be removed with aid of a tractor.

The cutting of the flags begins about mid-August and continues until the snow gets too deep. They are cut in even lengths and tied into small bundles. A bundle looks a good deal like a bundle of bare corn stalks, except that they have no joints. The bundles are drawn to the village of Montezuma and sold for 20 or 25 cents a bundle. Before the barge canal drained so much of the marshes they were sold for 5 or 6 cents a bundle. The dealers have them piled in long rows like cord wood to cure out. In the spring the bundles have to be turned inside out to finish drying thoroughly. If the weather is unfavorable it sometimes has to be done two or three times.

Before the canal came through, as high as 300,000 bundles were harvested in a season, but now 50,000 is about the limit. Small fields in other localities are now being harvested to help out. The flags are used chiefly for cooperage; that is, they are placed between the staves and in the heads of water tight barrels.

When they were plentiful a strong wrapping paper was manufactured from them, but this had to be given up. They are also used to make chair seats and backs.

The flags are so essential in the cooperage business that Maurice W. Gutchess of Montezuma is beginning to experiment to determine if they can be grown with irrigation. Last year he began in only a small way, but this spring hopes to do more with the aid of an engine and a centrifugal force pump. As water is the only thing lacking in the old marsh bed it would seem that he should meet with success.

## COOPERAGE COMPANY INCORPORATED

The Irondale Cooperage Co., Birmingham, Ala., has been incorporated with J. D. Maddox, president, and W. P. Cooke, secretary-treasurer.




# THE NATIONAL COOPERS' JOURNAL

**Devoted Exclusively to the Cooperage Industry**

**Published Monthly**
**Home Office, 820 Witherspoon Building, Philadelphia**
**M. E. DOANE, Editor-Manager**
**J. E. MacDONALD, Associate Editor**

Entered according to act of Congress, April 26, 1885, with the Librarian of Congress and as second-class matter at the Post-Office in Philadelphia, Pa.

XXXVII PHILADELPHIA, APRIL, 1922 No. 12

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**CORRESPONDENCE**

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.


## ASSOCIATION MEETING

**The Associated Cooperage Industries of America will hold its annual convention at the Planters' Hotel, St. Louis, Mo., May 3d, 4th and 5th. The greatest meeting in the history of the organization is expected.**

## NEW ADVERTISERS

**Queen City Hoop Company, Greenville, Miss.**
**The Vail Cooperage Company, Fort Wayne, Ind.**
**Redlich Manufacturing Co., Chicago, Ill.**

## PUBLISHER'S STATEMENT

Statement of the ownership and management of "The National Coopers' Journal," published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

Editor and Manager, M. E. DOANE, Philadelphia, Pa.
Publishers, The Estate of John A. McCann, Philadelphia, Pa.
Owners, The Estate of John A. McCann, Philadelphia, Pa.
Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of the total amount of bonds, mortgages, or other securities: None.

(Signed) M. E. DOANE,
Manager.

Sworn to and subscribed before me this thirty-first day of March, 1922.

H. BARRACH MACKENZIE,
(Seal) Notary Public.
(My commission expires April 1, 1923.)

## FORWARD—TO A NEW PROSPERITY

From all the mass of trade expressions that has been current during the past months, none stands forth so splendidly as the statement by the Secretary of Commerce made recently before the Interstate Commerce Commission, and, if Secretary Hoover had given voice to nothing more than the two introductory paragraphs of his address, he would have supplied sufficient food for the kind of thought that should not only open the eyes of all who still persist in "seeing black," but who are retarding their own ease of mind and prosperity by so doing.

Secretary Hoover, being invited to discuss some of the problems present in the general railroad investigation by the Interstate Commerce Commission, briefly reviewed the cause of our present economic situation prefacing his address by saying:

"I would suggest that it might be profitable for our people to get a somewhat clearer perspective of our own and the world's troubles and problems. Even a superficial survey must bring us out of an atmosphere of gloomy introspection into an assuring realization that, great as our dislocations may seem to be, we relatively are in an enviable position. Our nation is unshaken and as a people we are getting our bearings in a world of perplexing economic adjustments. While there is unemployment and lack of profit-taking, we are free of panic. We are comparatively more restless than injured. For instance, as heavy as our tax burden is, it is still less than one-half as great in proportion to our national productivity as that of the other countries in the war.

"The violence of our readjustment, however, is without parallel, and we sometimes tend to color our measures for the future by the depression we are in. The fact is that we must predicate all plans for the future on the ultimate return of the American people to a normal economic activity, with our annual progress in the expansion of our production, of our plant and equipment, of our skill and our efficiency. There can be no question that this return will take place, and no responsible body will approach our problem on any other basis. Not one of us would submit to the charge that we were not prepared to bet against any odds upon the future of the United States. Our problem is to expedite this recovery—to speed up employment of our workers and thereby find market for our products."

Remembering not the things that have gone before, but putting our faith and confidence in the future that lies before, should, indeed, be the constructive thought of all and, since it is upon us all that the task of righting conditions devolves, the sooner we put our shoulders resolutely to the trade wheel the quicker will its business momentum be increased.

In the cooperage industry, trade is surely and decidedly looking up, owing to the awakening in other lines of industry, and while the volume of orders so far booked is not as heavy as could be desired nor from just the lines most expected, yet the increased business during March was such as to prove most satisfactory, at the same time forecasting the certainty of a continued increase in trade from now on. The business spurt which was experienced during the later part of 1921 was such as to create the impression throughout cooperdom that returned prosperity was at hand. This spurt, however, proved a false start, with the resultant consequence that the returning business morale of a goodly number of our cooperage friends was sadly shattered. Now, however, with the good, healthy improvement which trade showed during March, and with the prospects which a good apple crop holds out, every member of the cooperage industry should at once note the real trend of returning prosperity and bend their efforts to finding a market for their products. Today business must be sought, and the manufacturer who sits idle, either brooding over the depression that is now well passed, or in the mistaken belief that orders will come of their own volition, has no part or parcel in the new day that is with us—the day of aggressive and steady promotion of trade.

## THE COOPERAGE INDUSTRY AND THE FOREST PRODUCTS LABORATORY

The Forest Products Laboratory has just distributed an edition of its Decennial Record. It is a handsome, leather-bound volume profusely illustrated and extremely well printed—a fitting commentary on a highly useful and valuable institution. The Decennial Record chronicles the progress made in ten years' research and experimental work in wood products, conducted at the laboratory, and gives a very graphic picture of what has been accomplished during the decade between 1910 and 1920. In view of the results achieved, the maintenance of the laboratory has been well worth while, and its continuance should be a matter of concern to every woodworking industry.

Taking into consideration the facilities that it offers for scientific investigation into the matter of material and structural betterment in wooden packages, it is surprising that the cooperage industry has made no greater use of this institution than it has up to the present time. It is true that there have been a few experiments undertaken in the interest of better barrels, but as a broad, general proposition, the avenue to ultimate perfection which the institution's experimental equipment opens, has so far, to a large extent, been ignored. However, it would seem that we are now entering upon a period during which the co-operation of the laboratory can be more profitably utilized than probably ever before. With the inauguration of the Association's trade extension program, and the placing in the field of an Association trade representative, a combination of working forces can be accomplished which, properly managed, would be highly effective in solving many of the container problems with which we are at present confronted.

An aggressive, wide-awake, intelligent cooperage representative going into the chemical field, for instance, in search of barrel business, would find many cases in which the services of the laboratory would be of inestimable benefit to him in evolving containers suitable for the transportation of various chemicals which are now packed in other carriers. Taking one item in the chemical field—certain corrosive acids—it was necessary for a Philadelphia chemical firm to conduct private experiments, extending over a period of three years, before they finally developed a wooden container that would carry their products. This was accomplished by lining a white oak barrel with rubber, an idea which they have found eminently practicable, and upon which they have been granted letters patent. Thus is a process, which might just so well have been the common property of the cooperage industry, made the individual property of a concern that is not primarily interested in the manufacture of barrels, but which was forced, by the exigencies of its package problem, to build a container which the industry should have, but did not, supply.

In numerous other fields there are problems of a similar nature that, through the efforts of an alert, farvisioned field representative, working in conjunction with the experimental department of the laboratory, could be solved with the consequent opening of markets which are now exclusively served by containers other than the barrel. It is to be hoped that, while continuing an aggressive and energetic fight against the encroachment of other containers in the fields which the wooden barrel now controls, the industry will rouse itself, both collectively and individually, and, through the aid of the proposed trade-extension representative and the experimental facilities offered by the Forest Products Laboratory, learn the particular and peculiar needs of the many lines that could, but are not now, using barrels, and evolve packages to meet their requirements.

## HOOVER—ASSOCIATION ADVOCATE

The correspondence which recently passed between the Department of Commerce and the Department of Justice, anent the legal activities of trade associations, and which was published in its entirety in these columns, has gone far to clear up the haze of uncertainty and doubt which has hitherto enveloped this vexed question. Mr. Hoover, as Secretary of Commerce, and as head of the department having supervision over matters pertaining to trade bodies, seeking to establish the legal status of certain trade association customs, addressed the Department of Justice, soliciting an informal answer to eleven questions which were propounded in such manner as to determine the legality or illegality of virtually all association practices concerning which there was any shade of doubt. In the initial communication, which carried the questions, Mr. Hoover set forth at considerable length his position in the matter of trade associations as a general proposition, together with his convictions concerning those activities which have lately been under governmental scrutiny.

A careful perusal of his communication compels the conclusion that Mr. Hoover is favorable to the association idea, and that he is sincere in his determination to make his department an agency of aid and wise counsel to domestic business. In one paragraph of his letter, making general comment on the principle of organization, he said:

"It is with much earnestness that I claim there is propriety, generally speaking, in trade associations. Their lawful field of endeavor is large, and their activities work for promotion and advancement of the public welfare and for progressive, economic organization."

It is evident from the attitude that he has assumed ever since entering upon his duties as Secretary of Commerce, that he considers the trade association a very vital factor in the advancement of the country's business, and one that should be fostered and encouraged to function to its fullest along progressive and constructive lines.

His views concerning the collection and distribution of trade statistics, which he believes should be published broadcast under the direction of the Department of Commerce, are evidently predicated upon the conviction that the public-at-large is as vitally interested in production costs and other items as are the members of any particular association. While there are undoubtedly many business men who will take issue with Mr. Hoover on this particular point, the matter of the proper application of statistical trade information is, in the absence of any strict legal injunction as to its use, one that will finally be determined on the basis of a preponderance of personal opinion, and the Secretary's views are bound to carry great weight in any debate upon the subject. With an ardent advocate of organization, such as Mr. Hoover is proving himself to be, at the helm of our Department of Commerce, domestic business can be assured that its welfare will receive every consideration, and that its problems will receive the sympathetic attention and helpful counsel that it expects and is entitled to.

### COOPERAGE AT THE SESQUI-CENTENNIAL

While the Sesqui-Centennial Exposition, which will be held in Philadelphia to celebrate the one hundred and fiftieth anniversary of the signing of the Declaration of Independence, is still four years in the future, the present is none too early a time to begin serious consideration of the proposition as to whether or not the Cooperage Industry is to be represented by an exhibit in this gigantic business-boosting carnival.

All doubt as to the consummation of the project has been set aside, and the committees in charge of the various preliminary activities are pursuing the advance work with energy and vim. A site has been selected, a definite date set for the opening, the support of the municipal, state and national governments assured, and every necessary guarantee given upon which a successful administration should be predicated.

It is planned to make the coming fair the biggest, most complete, most colorful event of its kind ever held in this or any other country. Every nation on the face of the globe will be combed for exhibits depicting its industrial and artistic life, and the ensemble will cover practically every phase of human endeavor. Adequate ground space and splendid housing facilities will be provided, and altogether the affair promises to be the wonder show of the world.

It will be patronized by the entire civilized world—and probably by some barbarian communities—and it would be a sad commentary on the progressiveness of the Cooperage Industry if it should fail to be among the exhibitors when the gates are thrown open to the public.

While there is no pressing need for instant action in the matter, it would nevertheless be well that the collective thought of the trade should be focused on the matter, to the end that crystallization of sentiment might occur sufficiently early to afford ample time to execute the mass of detail work that is an inevitable concomitant to a proposition of this kind. Making the necessary investigations and arrangements as far in advance as possible would eliminate the last minute rush and scramble with its probabilities of annoyances and disappointments. Granting that the exposition will not open until the middle of 1926, the time to begin considering its possibilities is NOW.

### THERE WILL BE A BIG DEMAND FOR COOPERAGE STOCK AS SOON AS APPLE CROP IS ASSURED, SAYS JAMES INNES

There seems to be a great deal more confidence in both the manufacturing and consuming ends of the cooperage business than there has been for some time. This, no doubt, is caused by better business during March, which run of business has been better than for some months, with the result that buyers are beginning to realize that if they are going to be assured of stock this season they will have to secure it pretty soon.

The scarcity of elm and other hardwood lumber is driving the cooperage stock manufacturers into making lumber instead of cooperage stock, so that the output during the last two months, and the prospective output for the next three months, is going to reach low water mark.

Everybody is now waiting to see what the apple blow is going to be, and if there are good prospects for an apple crop, prices will soon be on a better basis for the manufacturer, and more cooperage stock will be made.

The apple barrel makers are now beginning to stock up to some extent, where they can secure cheap offerings of dry stock, and this is moving a good deal of the surplus apple barrel stock which was carried over by the mills.

The export trade is also opening up to some extent, and prospects are that it will be very much better this year than it has been for the last eighteen months.

We do not look for any big business until May, but from all indications there is going to be a big demand for cooperage stock immediately the apple crop is assured.

### INCREASED BUILDING OPERATIONS SHOULD HELP COOPERAGE TRADE, SAYS WALTER C. HARTMAN

For our April report we can say that business in general continues to improve, but is very spotted, and orders are not as a rule being given by the large purchasing agents or consumers. Weather in the Southwest and South has been most unfavorable and the movement of Southwestern markets especially in reference to fruit staves during the last thirty days, has been upward, although the demand has been somewhat limited. Any considerable increase in consumption or purchases will materially affect the market and in the condition it is now in, it would not be surprising to see hoops, staves or heading advance very rapidly this early spring.

The fruit crop in every section, Central States, North, New York and Pennsylvania, and the Southeast, still promises good. Practically nothing has occurred in any of these districts to impede the proper development of the fruit, and a brisk demand for apple barrel stock this spring and summer will help some.

On account of the small demand, the export trade is still practically lying dormant, and little can be expected from abroad in the way of slack barrel stock orders during the next few months.

An encouraging feature of the trade is the increased demand on the part of some of the lime and cement people, although the cement companies have not experienced a revival of the export business and do not expect this for some time to come. Building operations throughout the United States ought to help the cooperage industry and these are reported to be increasing in almost every section.

### MUCH BUSINESS, WITH GOOD PROSPECTS FOR APPLE CROP, IS INDICATIVE OF CONTINUED IMPROVEMENT IN COOPERAGE TRADE DURING COMING MONTH, SAYS C. M. VAN AKEN

The month of March has been quite an improvement over the month of February as it applies to the cooperage business in this locality.

There has been no occasion for any barrel maker to go "hungry" for stock. At the same time, enough business has been turning up in different localities and of different varieties to let those interested in supplying the cooper's wants feel that the barrel has not been entirely wiped from the map.

Reports received would indicate that the sugar people are not as yet using as much barrel material as they did a couple of years ago, nor are the cement people up to their proportion in the use of barrels. Still, enough business has been coming from people making barrels for promiscuous purposes in and about the city to assist greatly in improving the cooperage business for the month of March.

At this time of the year the question as to whether or not we will have a fruit crop is occupying the attention of many of the slack barrel cooperage manufacturers and dealers. It is, therefore, with a great deal of satisfaction that we report that all indications up to the present time are for a good crop of fruit in all of the several apple districts. The cold weather that we have been having has held back the sap in the trees and it is quite likely that as the season has so far advanced, by the time the blossoms are out far enough to be injured by a frost, the time during which frosts might be expected will be past.

Some of the apple barrel makers have been anticipating their wants by placing orders. Most of these people are inclined to be conservative in their buying but, as has been said, they are doing some buying, and this buying is another reason why the month of March has been an improvement over the month of February. There seems to be an optimistic tone throughout business today, which would indicate that the coming months will show a continued improvement in the cooperage business.

### CEMENT STOCKS INCREASE

Stocks of Portland cement held in the United States at the close of February were almost a million barrels in excess of those held at the end of January, while production for February was only slightly less than in January, the Geological Survey reports.

February production was 4,278,000 barrels, compared with 4,291,000 in January. Stocks on hand February 28, amounted to 14,310,000 barrels, compared with 13,316,000 on January 31. Shipments exceeded those of January by 350,000 barrels. Exports amounted to 82,421 barrels, while imports were 5,157 barrels.

### INCREASED USE OF FREIGHT CARS UNFAILING BAROMETER OF BUSINESS IMPROVEMENT

The railroads of the United States hauled 129,000 more loaded freight cars in the week ended March 11 than they did in the corresponding week of 1921, according to reports made by the companies to the Interstate Commerce Commission.

The heavy increase has not been due alone to increased demand for anthracite in anticipation of the strike. Shipments of less than carload lots, including merchandise, building materials and agricultural products, have advanced. In the tenth week of 1922 the number of cars used in the transportation of less than carload lots was 27,000 ahead of the corresponding week in 1921.

## WANTS IN COOPERAGE LINES

*Frank J. Hess, Madison, Wis., is in the market for a large second-hand oil barrel crozer.*

*The O. L. Gregory Vinegar Co., Paris, Texas, is in the market for a hoop driver for driving hoops on 50-gallon barrels.*

*J. D. Blackhard Stave & Cooperage Co., Stuart Va., is in the market for a second-hand pendulum heading saw and a heading jointer.*

*Max Goldstein, 250 Bowman Street, Wilkes-Barre, Pa., is in the market for new cooperage, all sizes, from 5-gallon up to full size barrel.*

*J. Dudley Woodward, North Emporia, Va., is in the market for slack barrel machinery. Mr. Woodward expects to manufacture truck barrels.*

*James B. Porter, P. O. Box 255, Norfolk, Va., is in the market for a slack barrel stave saw, wheel jointer and a combination equalizing and chamfering machine.*

*Beaufort Cooperage Co., Beaufort, N. C., is in the market for four cars of 28½" staves, preferably uncrozed pine, but will consider gum or cottonwood. Quotations desired.*

*Tomas & Co., 122 Beach St., Boston, Mass., desire quotations on wine shooks 53-55 gal. capacity, white oak, 8 steel hoops, packed for export. Quotations F. A. S. steamer New York.*

*Hauck Mfg. Co., 126 Tenth St., Brooklyn, N. Y., are in the market for wine barrel shooks for export to South America. Quotations F. A. S. steamer New York, with date of delivery and terms.*

*Norfolk Cooperage Co., 58-62 Loyall's Lane, Norfolk, Va., is in the market for quotations on new 5, 10 and 16-gallon gum and white oak kegs. Also one-half barrels as well as on 50, 52-gallon gum and white oak barrels.*

*A firm in Spain desires to purchase staves for wine barrels. Quotations C. I. F. Spanish port. References. Further detailed information may be secured from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices, by referring to Opp. No. 1095.*

*Geo. H. Morrill Co., Norwood, Mass., is in the market for a second-hand thin hoop-driving machine that will handle the ordinary oil barrel and also large 62-gallon barrels, which have a head diameter of about 22½ inches and length of finish stave overall, 35¼ inches.*

*A mercantile firm in Czecho-Slovakia desires to purchase oak barrel staves. Quotations C. I. F. German, French or Holland ports. Reference. Detailed information may be secured from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices, by referring to Opp. No. 1127.*

### IMPROVEMENT VERY MARKED IN INDUSTRIES THAT ARE BACKBONE OF BUSINESS

Business is gradually approaching normal, according to the Department of Commerce. While the favorable movement has not been evenly distributed, improvement in industries that "constitute the back-bone of American business" has been very marked over conditions of a few months ago.

The outstanding change in recent weeks, the department's report, under date of March 22nd, said, has been the substantial increase in prices of agricultural products, with the exception of tobacco, in February over January. Compared with December last, improvement has been still more marked.

In the principal food commodities the following notable increases have occurred: Hogs, 45 per cent, in two months; sheep and lambs, from 40 to 70 per cent.; wheat and corn, 20 per cent; wool, 28 per cent.; with cattle and minor cereals showing substantial gains. Cotton, while slightly higher than in January, was still below the price in the last quarter of 1921.

Production of pig iron in February, amounted to 1,630,000 tons, compared with 1,639,000 tons the previous month and 1,937,000 in February a year ago. Steel ingot production in February exceeded 2,000,000 tons for the first time in months, but prices of iron and steel in common with all metals, declined last month and many metals are now below the pre-war level.

Coal and gasoline production increased in February, and there was an increase in building operations throughout the country of $11,000,000, despite the shorter month.



# Financing and Expanding Foreign Trade Will Be Basic Theme of Ninth National Foreign Trade Convention in Philadelphia, May 10th, 11th and 12th

Ways of developing foreign markets for American goods, setting idle industrial plants to work, and idle ships in motion, thus ending unemployment and business stagnation in the United States, are the concrete problems to be discussed at the Ninth National Foreign Trade Convention in Philadelphia, May 10th, 11th and 12th, when the best business brains and experience of the nation will concentrate on these questions.

The Federal Government will be represented through the Department of Commerce. Whether Secretary Hoover will be present is uncertain, but the Department will have a large number of its best executives and experts at the convention. Many of these will come direct from their posts abroad, and thus will be able to give up-to-the-minute and first hand information.

Governors of a large number of states, recognizing the important effect the convention is certain to have upon the industry and commerce of their communities, will be present or represented. Governor W. C. Sproul, of Pennsylvania, will be one of the speakers at the banquet which closes the convention.

Every delegate will have the benefit of personal advice on his own problems, from more than one hundred Foreign Trade Advisers, who will be present. This has been one of the most important features of previous National Foreign Trade Conventions. This service is free and given by hard-headed, practical men with long experience in every angle of foreign trade. Theorists and faddists have no place on the convention program.

Presentation of practical subjects by practical men is a feature of this convention, which will appeal to every one. Between four and five thousand delegates, representing the industrial, agricultural, commercial, financial and shipping interests of the nation, are expected. They will not listen to long essays with rounded periods, but to plain talks, by men of achievement, on how to bring prosperity back to the United States.

"Financial and expanding Foreign Trade," is the basic theme of the convention. "Greater Prosperity Through Greater Foreign Trade," is the slogan sounded by James A. Farrell, President of the U. S. Steel Corporation in his call for the convention.

The big problem before the convention is how to sell abroad the estimated twenty per cent. surplus of American production, over domestic consumption. It is pointed out that the sale of this twenty per cent. spells the difference between prosperity for the American farmer, manufacturer, shipper and worker, and business stagnation and unemployment.

As one of the practical means of financing foreign trade insistence will be made on the incorporation in all foreign loans hereafter negotiated in this country of an absolute condition that all or a large part of the proceeds be spent here for American goods, thus aiding American production and ending or minimizing idleness of plants, ships and workers.

Another method of providing means to finance foreign trade that will be stressed, is the employment of the huge gold surplus accumulated in the United States as a result of the World War. This will be discussed under the title of "A Practical Method of Putting Our Surplus Gold to Work in Financing Foreign Trade." The direct importance of this policy to general farm products, cotton, manufactures, and the foreign trade of the nation will be pointed out.

One of the general sessions will be devoted to taxation and currency questions. "The Effect of High Taxation on the Exchanges," "The Factor of Depreciated Currency in Competition," and "Why We Must Have Foreign Trade," are the subjects.

Shipping matters will be taken up at another general session, under the heads of "The Merchant Marine," "Inland Waterways," as Developers of Traffic," "Ship—building Prospects," and "Factors in Rate Fixing in Marine Insurance."

"A Foreign Trade Policy for Americans," by President Farrell; "Meeting Preferential Tariffs," and "Factors that Will Help the Exchange Situation," are scheduled for another general session.

Topics covering every phase and angle of foreign trade, from the viewpoint of the manufacturer, the shipper, the banker, and the exporter and importer will be taken up at the group sessions.

#### A Call to Action

The time is not so long past, when the foreign trade of the United States was simply a question of ships. Today, it is a question of markets. There are plenty of ships. Hundreds of them are tied up at wharves, or lying idle in the stream at every large port, earning nothing and adding to depression and unemployment.

Domestic consumption has returned almost to normal and there is a certainty that the period of economic depression, so far as this is concerned is approaching the end. Every manufacturer and business man is receiving evidence that the worst is over, and that the gleams of the rising sun of prosperity will soon be apparent on the business horizon.

But, surely domestic consumption cannot take care of the full production of American industry. There is but one way to put our idle manufacturing plants, our idle ships and our unemployed to work, and that is by the expansion of our foreign markets so that our surplus products will be sold abroad. Our plants, because of the abnormal demands, due to the World War, have been equipped and keyed up for this high production. Our idle factories represent the surplus industrial capacity of the nation. And it is this surplus that must be turned to some profitable use before full prosperity can again come to the manufacturer, the worker, and the investor. Experts agree that permanent prosperity for America is dependent upon a healthy growth of our foreign trade, and that expansion of our export business is necessary to absorb the twenty per cent. difference between domestic production and domestic consumption.

It is this twenty per cent. that must be sold before normal prosperity can be restored to this country, a prosperity that cannot be realized until industrial plants now idle or on part time are reopened or put back on full schedule. How to market this surplus abroad, how to finance and expand our foreign trade, will be the central theme of the Ninth National Foreign Trade Convention in Philadelphia, May 10th, 11th and 12th, when thousands of the ablest business minds in the country will meet and concentrate on these problems. Every manufacturer, exporter, trade organization or individual, who is interested in any way in foreign trade is invited to attend this convention. It is not in any sense a social gathering, and no academic questions will clutter up the program. There are no special interests to be considered, no axes to be ground for the benefit of any one class or individual, or for any particular section of the country. Its sponsors are hard-headed, practical business men, leaders in the industrial, commercial and financial and shipping life of the nation, who are working to put the prosperity that is returning to the United States on a solid and permanent basis.

A notable feature of the National Foreign Trade Convention will be the presence of one hundred of the country's best experts on foreign trade, who will give their attention to the particular export problems of individual manufacturers. Their services are free, and specific information of the utmost value will be given on specific problems. These men are not theorists, but intensely practical individuals, whose wide experience in export trade, enables them to speak with conviction on every phase of how to get, how to handle, and how to keep foreign trade.

The time has come for every man interested in the return of national prosperity to answer the call to action sounded by the Ninth National Foreign Trade Convention. He who sits back, has only himself to blame if he does not share in the results that are certain to follow.

### ALLENTOWN STEEL AND WIRE CO. RUNNING TO CAPACITY

The first of the Allentown, Pa., industries to get back to capacity is the Allentown Steel and Wire Company, the local plant of the United States Steel Corporation, which on March 26th, increased its force from two to three shifts, giving employment to more than 1000 men. The indications are that the plant will run on full time for an indefinite period.

### WILL SURVEY PENNSYLVANIA'S PRODUCE TRADE

Surveys to determine the amount of produce shipped into Pennsylvania and distributed in various cities have been ordered by Secretary of Agriculture Rasmussen at Philadelphia, Easton, Reading, Bethlehem, Lancaster, Harrisburg, Altoona, Johnstown, Erie, Williamsport, Scranton, Wilkes-Barre and Pittsburgh.

## WITH THE PHILADELPHIA COOPER

If the figurative "business barometer," which is so often referred to as registering conditions in this or that line of trade, was a tangible, visible instrument that could be read at a glance, the casual observer would find the local cooperage situation, at this time, indicated as "unsettled"—with fair weather promised. As a matter of fact, however, fair weather has been "promised" so long and so often without its actually materializing, that the "promisees" have settled down into the well known Missouri attitude of "show me."

#### Slack Line Is Active

Conditions in the tight and slack branch of the industry are somewhat at variance, in that while the tight line is in something of a business doldrum, slack cooperage is showing sufficient life and activity to put its handlers in a cheerful frame of mind.

The industrial demand for slack containers, that developed some six weeks ago, has continued to hold up in good shape, and this, together with the strictly seasonable consumption and the opening of the fish packing season has made business fairly good. The truck and vegetable season, which is also imminent is another factor that contributes to the satisfaction of the purveyers of slack barrels. In the event that the weather continues favorable and the bumper crops of fruit and vegetables, which all present signs indicate mature without damage from frost, the slack division of the cooperage trade can look forward to prosperity.

#### Increase in Oil Trade Would Help Tight Barrel

In the tight line, the answer to the local situation is—oil. Of course, there is a large volume of consumption in other directions, but the big controlling factor, the dominant element in fact, that determines whether business for the tight barrel man in this market will be brisk or slow, is lubricants. With a half dozen or more big oil companies shipping out of this port, and with numerous others shipping from near-by harbors and drawing on this territory for a portion of their barrel requisites, it can readily be seen, when the immensity of the oil exporting business is taken into consideration, what an important item the oil-barrel is in the local schedule. Under normal conditions there is just about sufficient volume of consumption outside of the oil carrying trade to keep the tight cooperage plants running on a slow bell, but it requires the refinery orders to put "pep" into the Philadelphia barrel business.

When the oil companies are not exporting they are not consuming barrels, and when they are not consuming barrels they, of course, are not buying any cooperage, that is, in volume; and when they are not in the market with orders, the tight cooperage business in Philadelphia and vicinity is dull. At present, oil exports are at a low ebb, and by following the progressive steps of dependency as set forth above, the conclusion is reached that the tight cooperage business in this city is slow—and that is correct.

However, there is sufficient of brightness and promise in the situation to keep dealers cheerful, even in the face of a sluggish demand, and while it is idle to fix any definite date in the future as the day upon which a broadcast revival of business will be inaugurated, nevertheless, there is a distinctly apparent conviction, based upon sound logical premises, that the coming summer will see trading resumed in satisfactory volume.

#### The Price Market—Tight and Slack

In the matter of price, both tight and slack lines are running along on a fairly even keel, the slack, if anything, somewhat steadier than the tight, in which branch there is a slight tendency toward easing quotations.

Second-hand cooperage of No. 1 grade is as a usual thing, sold at prices varying from 25 to 50 cents under the cost of new barrels, and this level is maintained with a fair degree of steadiness, except in unusual cases. In the No 2 and less desirable grades, the margin is wider. No. 1 lubricating oil barrels are being quoted at present from $1.60 to $1.70, with No. 1 sugars, from 60 to 70 cents.

Taking the trade as a whole, there seems to be little change from the conditions of a month ago, which was then characterized as 50-50, the tight line sluggish and the slack line active—with what little change there is being a trifle of increase in the activity of the slack line.

The International Tank & Silo Co., Limited, Toronto, Ont., has been incorporated to manufacture and deal in articles of wood, specializing in tanks and silos. Capital $40,000. A. P. Mortimer, Toronto, barrister, is among the incorporators.

# Memphis Reports That While Cooperage Market Is Uneven, Improvement Is Marked, Especially In Slack Lines

The present status and the probable immediate future in the Memphis cooperage market is the talk among Tri-State coopers at the present time.

The consensus of opinion of a number of the leading cooperage men, is that the market is very uneven, but showing improvement. This improvement is more marked in certain lines than in others. For instance, hoops and slack barrels are doing much better within the last two weeks. But the tight barrel situation has seen little change from the point of depression reached about a month ago.

### Demand for Pine Heading Has Strengthened, Says E. A. Powell

E. A. Powell, president of the Powell Cooperage Co., manufacturers of "Warrior Heads," in an interesting and carefully weighed statement, says that "The pine heading market has, during the past two weeks, shown considerable improvement. The demand has strengthened somewhat, and while it needs more improvement to make conditions even reasonably good, it bids fair to show that improvement within the next 30 days, which is encouraging.

"The production is below 50 per cent. of normal. This condition has been caused by no demand, and is being emphasized by storms and bad weather, which have not only prevented logging, but which have discouraged operation on a market that clearly did not want the product. By operating to a more or less extent on the extremely low price, most of the mills have found out what it costs to operate, and this information is strengthening prices, for, as is usually the case, most operators had figured that they could make heading cheaper than they actually could make it.

"Pine heading seems to be in the best position for better prices of any of the items in cooperage, and this fact being realized by the operators makes them more optimistic, and firmer in their prices."

### The Elm Hoop Situation

Louis Bigelow, of the Cate-La Nieve Company, is in receipt of some interesting information from leading cooperage firms in the southwest district which is especially valuable to hoop manufacturers. Mr. Bigelow wanted to know how cheap hoops are going to be, and he went after the information. He had it figured out that two main factors would determine the price—logs and labor.

One of the biggest mills, which turns out 60,000 to 70,000 per day, taking up first the question of labor, replied that wages have reached bed-rock, and are as cheap as can be made. For one thing, with the opening of the farming season many laborers are being drawn away from the mills. Southern labor is demobilized, this mill thinks, and practically all the others agree. That leaves the price of logs to be the sole determining factor. On this point, too, most of the almost a score of mills from which information data has been collected, agree.

### High Water Halts Mill Operations

A competitive element has come into the market for elm logs recently with the starting of a number of sawmills. Further high water in Southern rivers, all of which are around flood stage or higher, with rains which are due to continue, has halted operations. At this writing one big mill has nearly a foot of water all over its yards, and others are in a like situation.

### Apropos of the Cost of Elm Logs

With these factors in mind, hoop men in Louisiana, Arkansas, Mississippi and Tennessee, and even up in Illinois, are practically unanimous in predicting a $25 log. A brief summary of replies received on the elm log price prospects is compiled as follows:

"Within 30 days elm logs will jump from $18.50 to $25 F. O. B. cars at loading point."

"I predict that we will reach $30 logs before the spring is over. Incidentally the $30 log is the equivalent of the $16 hoop F. O. B. mill. Present prices are $12.50 to $13, in an uneven market. The lowest price reached was around $12."

"We don't believe labor can possibly go any lower than it is now. Furthermore, we expect logs will certainly be not less than $25 per thousand this year."

### Sweet Potato Season Promises Well

An interesting angle to the whole general cooperage situation just at present is that with the approach of the opening of the sweet potato season in Florida there will start a swing of demand for cooperage products which will sweep slowly northward across Georgia until it spreads all over the country with the maturing of other fruits and vegetable crops.

That the potato crop promises to be exceptionally good, with prices holding well, is indicated in a letter received by James F. Carlton, a railway commercial agent of the Memphis office of the Atlanta, Birmingham and Atlantic Railway, which says:

"According to a recent report, the total acreage in the Hastings section is about 15,750 bushels. This includes Hastings leading with 7,000, Elkton with 3,600, East Palatka with 1,400, and Spuds, Orange, Federal Point, Armstrong, St. Augustine, San Mateo, Bunnell, Espanola, Yelvington, Roy and Potatoville with acreages running from 800 bushels to 125 each. This does not include points outside of the immediate Hastings section, the most important of which are Green Cove Springs, St. John's Park, Tocoi and Dupont, which it is believed, will run the total up to around 22,500 bushels.

"Using the average price and yield for five years in the Hastings section, the crop to be made will bring into the immediate vicinity of Hastings approximately $3,780,000, and the net profit to the growers should be in the neighborhood of $1,812,250. These figures are based on an average of $6.00 per barrel, but it is believed by many that the average will be higher. Shipping will begin early in April."

### Slack Stave Situation Hopeful, with Price Advance Gradual for Good of Industry, Says H. L. La Nieve

H. L. La Nieve, president of the Cate-LaNieve Company, in an interesting summary of the slack barrel stave situation, says:

"The condition of the slack stave manufacturer, as we view it today, is—while not necessarily critical, serious. The sharp advance in the price of staves last fall, in the face of an unusually open fall and winter, stimulated production to a point beyond the demand, as was evidenced by the drop in prices and let-up in the number of shipments from the middle of December until about March 1st.

"The situation looks hopeful, however, provided there is some reason applied in the money paid for material and wages during the next season, assuming that the demand will approach normal this summer. We do not concede that there are too many staves in the hands of the manufacturers today, compared to the quantity used any year in the past. The supply of timber is also light, notwithstanding the open winter, and the disposition of the mills to run, and to pay good prices for timber. So far as our own mills are concerned, and the few mills whom we represent are concerned, we will all have our present supply of timber worked up within thirty to forty days, and the condition of the woods and the stage of water in all the rivers preclude all possibilities of resumption of timber operations before July or August.

"The market today for all kinds of slack barrel staves is from $1.00 to $3.00 under the cost, and this condition, of course, cannot last—and that is the danger we see in the slack barrel situation. In other words, we expect to see an advance in price during the next three months, which will bring staves up to cost. When that comes, it will seem so much higher than prices prevailing today, it is likely to stimulate manufacturers to undue efforts to produce staves under the delusion that the price will continue to advance and cause them to do as they did last fall, pay a high price for timber again next fall and manufacture a lot more staves that next winter will—in that case—have to be sold again for less than cost.

"This coming summer and fall—in our opinion—the manufacturer has to be exceedingly careful about what he pays for his raw material and his labor. We believe that the present stocks because of the condition of the woods, will take care of themselves and move at pretty close—if not at—cost, or better, which means we expect to see an advance of from $1.00 to $3.00 per thousand on the different grades. We also expect that advance to come gradually instead of an over-night proposition."

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### VIRGINIA ORCHARDISTS ARE TAKING OUT FROST INSURANCE

Report from Winchester, Va., is to the effect that orchardists in that district are taking out frost insurance to protect themselves from damage by frost such as that which ruined last year's crop.

### BLUE RIDGE COUNTY WILL BE NATION'S APPLE CENTER, SAYS S. W. FLETCHER

The apple industry in the State of Washington has reached its peak, and the United States census of 1930 will place it below Pennsylvania, New York and Virginia, in the opinion of S. W. Fletcher, of the agricultural extension department, Pennsylvania State College, Harrisburg, Pa.

The Western industry, Mr. Fletcher declares, is more speculative than that of the Blue Ridge section, and to that cause he attributes its fall in comparison with the more conservative Eastern States.

Within twenty years, Mr. Fletcher predicts, what is known as the Blue Ridge country "will be the center of apple production in America, provided it is organized for co-operative packing and marketing as a unit and not on State lines, and provided, further, that some very important present deficiencies in cultural methods are remedied."

The district includes the Cumberland and Shenandoah valleys from Harrisburg, Pa., to Staunton, Va., together with the adjacent Piedmont counties east of Blue Ridge.

Mr. Fletcher points out that Adams County, Pennsylvania, is the only Piedmont county that naturally belongs with the valley, horticulturally. He also includes sections of Maryland, Virginia and West Virginia.

The present rank in the number of bearing trees, he said, is as follows: New York, 9,636,698; Washington, 7,964,167; Virginia, 7,385,277; Pennsylvania, 5,981,128. In another decade either Virginia or Pennsylvania will wrest the leadership from New York.

Citing the 1920 census report, Mr. Fletcher explains that the State of Washington has advanced to second place in number of trees, and in 1921 to first place in production. Pennsylvania, Maryland, Virginia and West Virginia, he explained, have continued to plant in a conservative manner.

Census figures show an increase in the apple trees in West Virginia, Maryland and Pennsylvania counties, comparative figures for some of these counties being:

| | 1910 | 1920 |
|---|---|---|
| Adams, Pa. | 165,999 | 534,583 |
| Franklin, Pa. | 187,827 | 340,435 |
| Cumberland, Pa. | 93,447 | 184,062 |
| Washington, Md. | 141,113 | 406,223 |
| Berkeley, W. Va. | 161,118 | 629,273 |
| Jefferson, W. Va. | 77,537 | 242,547 |

The chief competitor of the Cumberland-Shenandoah region, he declared, is western New York, and the battle for supremacy in the eastern industry, he added, "will be won or lost, not on the respective advantages of the two regions in matters of production, but on their iniative in matters of packing and marketing."

The prediction that the State of Washington has reached the peak of apple production is based largely on the decline in the number of non-bearing trees during the last decade. Figures made public by Pennsylvania State College show that while the number of bearing trees in Washington increased from 3,009,337 in 1910 to 7,964,167 in 1920, the number of non-bearing trees dropped during the same period from 4,862,702 to 755,896.

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### WESTERN APPLE AREA NOT AT PEAK, SAYS AUTHORITY

W. L. Close, district horticultural inspector for the Yakima Valley, Washington, on March 15th took issue with S. W. Fletcher in his statement that the apple industry in Washington has reached its peak.

Close asserted that there are many apple orchards both in the Yakima and Wenatchee Valleys which are not yet in full bearing, and that the acreage in orchards is being increased slightly annually. "The western apple industry is not speculative," he said. "It is a thoroughly scientific industry in which great attention is paid to careful orcharding and marketing."

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### APPLE GROWERS ARE WATCHING CROP DEVELOPMENTS BEFORE PLACING COOPERAGE ORDERS

Jefferson Cooperage Co., Ranson, W. Va.—We find that flour barrel trade is very dull, with some demand for apple barrels, but growers are not going to buy to any great extent until they see there is no danger from cold weather or frost.

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### BUDDING FRUIT TREES UNHURT

All apprehension that early budding fruit trees in and around Milton, Delaware, might have been damaged by the heavy snowfalls of February, was dissipated after fruit raisers made a survey of their orchards the week of February 26th.




"Proved Responsibility"

The Vail-Donaldson Company

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Heading

From timber best suited to each individual stock requirement

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CROZED STAVES

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THE FEDERAL LAW SPECIFICATIONS FOR APPLE BARRELS ARE
Diameter of Heading . . . . Seventeen and One-Eighth Inches
Distance Between Heads . . . . . Twenty-Six Inches
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Our CROZED STAVES are accurately cut to insure twenty-six inches between heads.

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Fruit Barrels manufactured with our CROZED STAVES hold exactly THREE BUSHELS.

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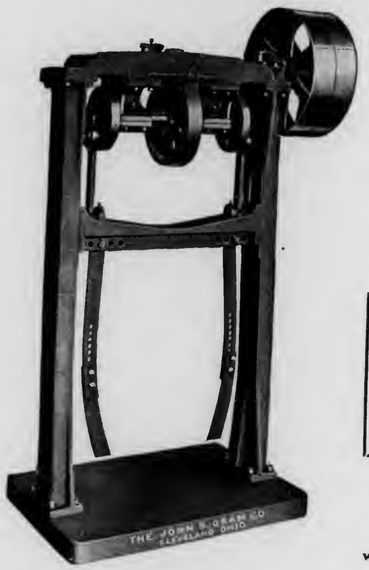

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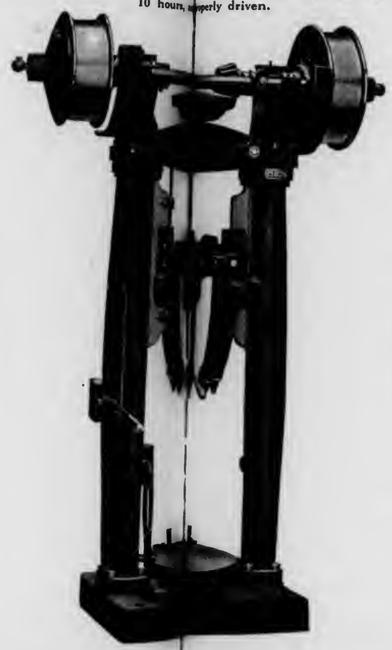

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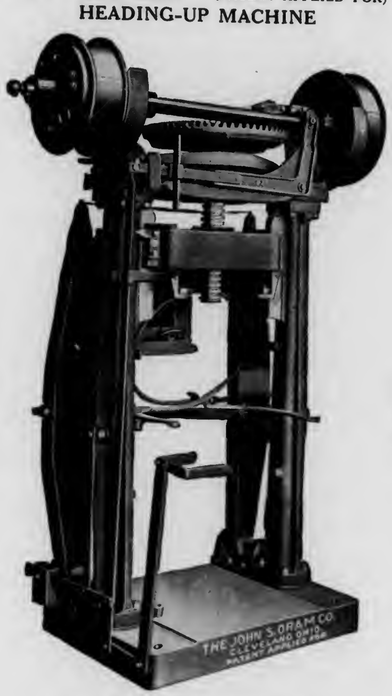

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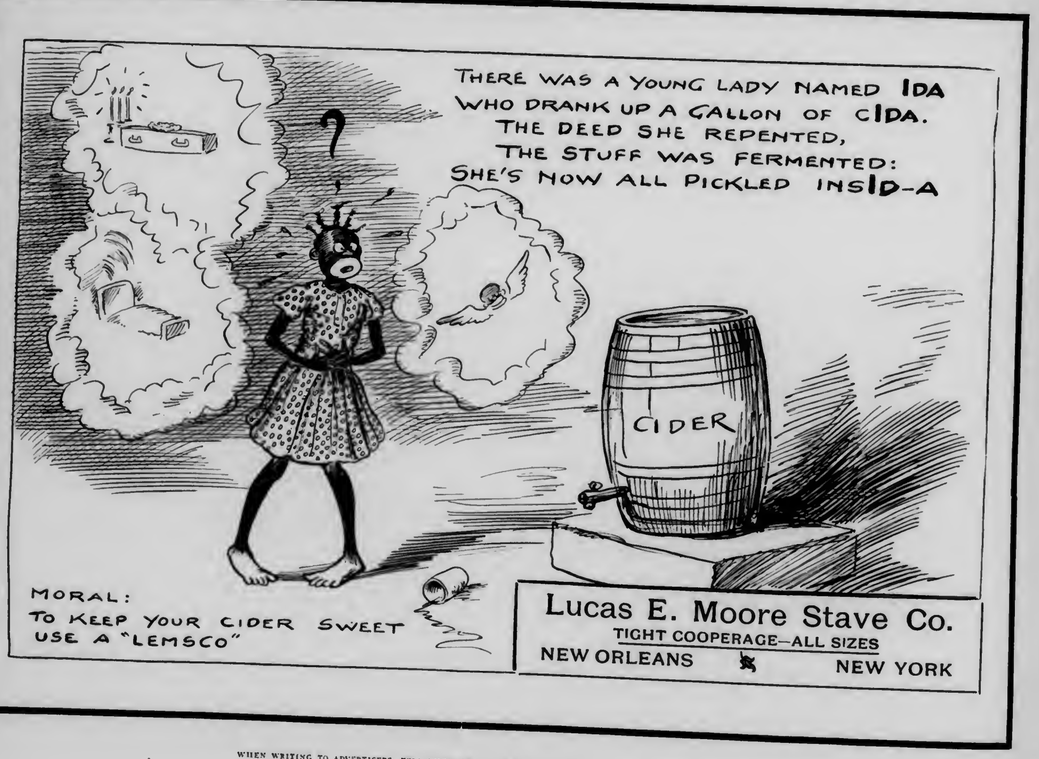
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WHO DRANK UP A GALLON OF CIDA.
THE DEED SHE REPENTED,
THE STUFF WAS FERMENTED:
SHE'S NOW ALL PICKLED INSID-A
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# Chicago Reports Decided Improvement In Cooperage Trade During March, with Firm Confidence That Steady Increase Can Be Looked For

Business throughout the local cooperage trade has shown an unmistakable awakening during the past thirty days. Many members of the industry are looking forward to even better conditions with the arrival of warm weather. The long looked for building boom is expected to be well under way here by that time, and this together with proposed work on many new bridges and a million dollar program for street opening and repairs, is going to call for a lot of barrels, the dealers prophesy.

J. J. Andre, of E. Henning, Inc., reports that cooperage stock in general is moving much better than it has moved in many months.

### Thus Far, 1922 Volume of Business Has Been Greater Than 1921, Says J. J. Andre

"So far as we are concerned, business is very good," was Mr. Andre's statement. "That statement applies to both tight and slack stock, but the improvement in the latter material has been much greater than in the tight." We look for better prices in both lines before long. Thus far in 1922 our volume of business has been surprisingly greater than during the same period in 1921. In January our sales of slack stock, for instance, were 400 per cent. greater than in January, 1921. In February, they were more than 100 per cent. greater. Statistics for March showed an improvement of 125 per cent. Considering the trend of business in general at the present time, we consider these figures as highly encouraging so far as conditions in the cooperage industry are concerned. In the tight stock line the percentage of improvement over 1921 was not so pronounced as in the slack, but it was sufficiently high to give us reason to believe that as a whole, 1922 will be the best year we have experienced in a long, long time. We look for trade betterment right along."

G. Greenleaf, vice president and secretary of the Edwin C. Price Company, 1822 South Clark street, said that he had observed some improvement during March, although the business was far from being on a normal basis. Mr. Price, who has been spending the winter in Florida, is expected to return to Chicago on or about May 1. Mr. Greenleaf gave the following little word picture of conditions at the Price plant:

### Cooperage Business as a Whole Has Improved, Says Mr. Greenleaf

"We have had what might be termed a more or less sporadic trend of things. For a day or two, business would continue very good, so lively that it would cause one to feel that the worst was over at last. But then a slump would come and things would remain very dull for a time, only to take on a lively spurt again in a few days more. Despite this condition, however, there seems to be more life in the industry at the present time than there has been in months, and I believe that business as a whole has taken on a little improvement. What the warm weather holds for the cooperage industry remains to be seen. But it is a bit more promising than it has been for some time and it may be that the Spring activities will brighten things up some more. It is about time that the market took a favorable turn."

L. C. Hollingshead of the J. D. Hollingshead Company, 167 East Chicago avenue, is another who reports the situation here to be more cheerful.

### Business Decidedly Better, Says L. C. Hollingshead

"Our business is decidedly better than it was some months back in both tight and slack barrels—we handle new cooperage only," he said. "Our orders for barrels have been increasing right along, and while our volume has not been normal, we certainly have nothing to complain about when the general business conditions are taken into consideration.

We believe that if things continue to go along as they have been going at our plant lately, our Spring business will be a great deal better than we had anticipated a few months back. So far as we are concerned, the favorable change has been altogether encouraging. Whether this has a reflection on the market as a whole, of course, we are not able to say."

The Sterling Cooperage Company, 610 West Eighty-first street, which formerly handled wooden cooperage only, opened a new department more than a year ago for cleaning and renovating steel drums. J. H. Miller, head of the company, says the change proved most successful and that they now have twice as much drum work as they have facilities to handle. The company still handles some wooden packages and sent out nearly ten loads of re-coopered barrels the latter part of March. Mr. Miller has invented a machine for cleaning oil, paint and other materials out of the old drums, which become so full of this stuff that they must be cast aside as useless until they can be sent to the shop and fixed.

"Since the invention, our business has developed very nicely, until at the present time we are able to turn out as high as one hundred and twenty-five renovated drums a day," he said. "We have been gradually getting away from the wooden package, although we still do a fair amount of business in it. We now have twice as much of the steel drum business as we can handle, but we are gradually expanding and expect to have better facilities in the near future."

### Modern Plant Equipment and Load Facilities Mean Big Saving in Cost, Says Mr. Rosenbloom

An insight into the advantage in having a few railroad tracks connect with the loading platform of a cooperage plant was given the local representative of The Journal, by Samuel Rosenbloom. For eight years Mr. Rosenbloom had a cooperage factory at 1923-41 Crystal street. Recently, he moved into a large place at 1030 North Branch street, where he has facilities for the loading of eight freight cars at one time.

"I find that we can save from $15 to $20 on a carload since we have done away with cartage by team to car," he said. "Under our present arrangement, two tracks lead up alongside our loading platform. The cars can be loaded without carrying the barrels outside; it is merely a matter of tossing them into the cars. A car can be loaded in less than half an hour. At the old plant, it took two teams half a day to load a car. That meant a big expense in connection with the horses and wagons, as well as the wages of the teamsters. And under the old method, we had to pay men to carry the barrels to the drays. We have been able to cut our prices and as a result, we are enjoying a very fine volume of business, which is steadily growing."

### Excellent Trade in Tight Cooperage Is Reported by Standard Cooperage Co.

Excellent business in tight cooperage is being done by the Standard Cooperage Company, 2360 Milwaukee avenue. Martin Weinberger was in the East on a business trip for more than a week the latter part of March.

"Our business is begining to pick up in fine manner for the Spring," Mr. Weinberger explained. "We ship tight cooperage to all parts of the country for home beverage purposes and many of the dealers are beginning to stock up for the after-the-grape period. We expect this year to be the best we have ever had."

### Price of New Cooperage Affects Second-Hand Business, Says Mr. Bender

Abraham Bender, of Bender Brothers Cooperage Company, 1427 Hastings street, reports good business in second-hand tights and slacks, compared with that of a few months ago. Mr. Bender declares, however, that the low price of new cooperage is a serious handicap to the used barrel business.

### Second-Hand Trade Is Improving, Says Mr. House

The House-McKay Cooperage Company, second-hand barrel dealers, finds a better demand for this type of cooperage. Mr. House said: Some of our old customers, who had not been buying at all for months have begun to buy in small quantities." "We consider this very significant despite the fact that the orders are not large. The fact that they are buying shows improvement. And it certainly is welcome. I believe that the warm weather will see much better conditions in the Chicago cooperage business so far as re-coopering is concerned."

Mr. House is secretary of the used barrel dealers' association of Chicago. The organization plans a number of important meetings in April, at which subjects of vital interest to this branch of the industry are to come up for discussion.

### Tariff Question Is Holding Up Business, Says Mr. Uttal

Abraham Uttal, head of the Acme Barrel Company, 2235 West Grand avenue, expressed the belief that the wages of both teamsters and coopers are too high for the good of the local industry.

"It is not a matter of the men being overpaid, for they need all they get to live," he said. "But their pay is altogether out of harmony with the low price of cooperage. We find that business is picking up a little bit, but it is still very inactive in the second-hand cooperage line.

I believe that these wages will drop in July. By that time the much needed building of homes and apartments in Chicago will have brought some relief from the high rents. When we get the rents down, things will drop in proportion. Then wages will have to come down. As it is today, the teamsters and the coopers are making more than the cooper shop owner. He cannot get any price for second-hand barrels that is worth speaking of.

Why don't they settle the tariff. That is holding back not only the cooperage business, but business in general. But, I'm afraid things will have to change soon. High rents and things must go. Wages must come down to a reasonable relation with costs in general. Then we may be able to see business getting on a better footing."

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## THREATENED COAL STRIKE ACTS AS STIMULANT ON STEEL TRADE AS MORE STACKS ARE BLOWN IN

Special report to the Philadelphia Public Ledger, from Pittsburgh, Pa., under date of March 27th, was to the effect that the iron and steel trade has improved in the last few days, despite the expectation that the coal strike threat would, at the least, result in curtailment. The facts are the reverse, for the Carnegie Steel Company has blown in one Carrie and one Ohio stack, and plans to add four more in a few days, increasing its active list to thirty-five of its fifty-nine blast furnaces.

Some of the gain is the further effect of the recent price-stabilizing movement in steel products, which has been marked by a heavy volume of orders and a substantial increase in the activities of the plants in this district.

The Carnegie Steel Company operated around 65 per cent. of its capacity. There has been substantial increase in the operations of the American Sheet & Tin Plate Company, and the other subsidiaries have at least maintained the recent rate. Steel makers of the Shenango and Mahoning Valleys have added both to steelworks and finishing-mill activities, and there also has been some gain with the leading independents in the Wheeling district. A conservative estimate of current production of ingots in the whole district is between 60 and 65 per cent. of capacity.

On the whole, demand for steel products is high. Production of sheets is now well above the average rate maintained in the best year before the war, which was 1912, while it is at about 80 per cent. of the rate in the record year, which was 1920.

Production of standard steel pipe is also heavy. In tin plate, the current rate is well above the average in the best year on record, while the production from January 1 to date is probably ahead of that in the same period in any previous year.

The foundry pig-iron market has been growing steadier, and is now quotable at the flat price of $19, furnace, against a range of $18.75 to $19 recently quoted. Basic remains at the $19 price to which it recently advanced.

Production of steel ingots has now crossed the rate of 30,000,000 tons per year. This rate is about 75 per cent. over the rate at the close of December and is 25 per cent. above the rate of October and November.

Semi-finished steel has been marked up $2 per ton by the larger producers, bringing billets and sheet bars to $31 and forging billets to $37. The Carnegie Steel Company will place in operation its Farrell works this week on billets and bars. The Carnegie Steel Company has classified its bar customers into 200 groups, and the most encouraging aspect of the present buying movement is that it is being conducted by practically all of these classes. Individual orders are not large, but automobile, agricultural implement, fabricating, nut, bolt and rivet producers, forge shops, and many others, are buying up to 1000 tons at a time. Wire rods at $36 are a dollar a ton higher.

Finished forms generally show increases. Among new pipe inquiries are three lines out of the Wyoming field calling for a total of about 125 miles of six-inch and eight-inch pipe.

All producers of wire product are attempting to maintain prices at $2.40 base per keg for nails and $2.25 base per 100 pounds for bright and annealed wire which has given buyers some confidence in the stability of the market, and this finds reflection in larger orders and specifications.

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## PENINSULAR BARREL COMPANY ORGANIZES

The Peninsula Barrel Company, Fernandina, Fla., has been organized with a capital stock of $50,000. Officers are A. L. Richardson, president; L. Richardson, vice president, and E. W. Waybright, secretary and treasurer.

# DEPARTMENT OF The ASSOCIATED COOPERAGE INDUSTRIES of AMERICA

V. W. KRAFFT, SECRETARY

RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

### Convention of National Foreign Trade Council

The Ninth National Foreign Trade Convention will be held in Philadelphia, May 10, 11 and 12. All interested members are invited to attend. Mr. W. K. Knox, of the Lucas E. Moore Stave Co., New York City, was appointed by the Executive Committee as delegate to represent the Association.

### I. C. C. Docket 13494

The Interstate Commerce Commission has ordered a general investigation in the class rates from, to and within Southern Territory, under Docket 13494, with a view of bringing about a more constructive and harmonious adjustment of class rates within this territory that now differ materially with respect to relationship of the class rates involved, as well as correcting Fourth Section discrepancies. Hearings will be held and the dates and points designated will be announced later by the Commission.

### Rates on Cooperage Stock to Trans-Continental Territory

Necessary procedure has been inaugurated with the Trans-Continental Freight Bureau with a view of securing similar reduction in freight rates on cooperage stock as were recently made effective on hardwood lumber to Pacific Coast and North Pacific Coast points.

### Provisions for Use of Old Domestic Bills of Lading Forms

The Uniform Bill of Lading Committee advises that as a large number of shippers have gone to considerable expense to provide themselves with stamps bearing the following notation:

> "This shipment is tendered and received subject to the terms and conditions of the company's Uniform Bill of Lading, effective March 15, 1922. This receipt is not negotiable and if the shipment is consigned 'To Order', must be exchanged for company's Uniform Order Bill of Lading.
> ..... .....
> Shipper's signature Agent's signature."

for the purpose of using same on the old forms of Domestic "Straight" Bills of Lading (which stamp did not meet with their approval), it has decided, in order to avoid undue hardship, to recommend to carriers that they permit the use of same on old forms of "Straight" Bills of Lading only.

However, in event shippers have not made provision for above stamp for use on "Straight" bills the following notation may be used on the old forms of both "Order" and "Straight" bills of lading prior to July 1, 1922, in accordance with the recommendation of the Committee to the carriers, which requires same to be stamped in legible type on such old forms and signed to wit:

> "This bill of lading has been superseded by that shown in Supplement No. 15 to Consolidated Freight Classification No. 2, effective March 15, 1922, as filed with the Interstate Commerce Commission and State Railroad Commissions, and to the extent that it is inconsistent with the forms and conditions published in such supplement or in subsequent issues of the Consolidated Freight Classification, it is superseded thereby.
> ..... .....
> Shipper's signature Agent's signature."

### Census of Production for 1921

In connection with the Census of Manufactures for 1921, the Bureau of Census, Department of Commerce, is making a census of production of cooperage stock. A copy of the schedule will be supplied manufacturers direct by the Bureau.

### I. C. C. Docket 11818—$10 Penalty Charge

We are pleased to be able to advise that the decision of the Interstate Commerce Commission in this case, which involved a charge of $10 per car per day on lumber and forest products held for reconsignment beyond 48 hours, holds that while conditions existing at the time warranted the establishment of the penalty charge there is no justification for the charge at the present time and that while present conditions continue, it is and will be unreasonable.

This decision which eliminates the penalty charge, resulted directly from the exceptions filed by us and other interests to the Examiner's report and recommendations, and which exceptions were argued before the Commission on February 1st by our attorney, Mr. George B. Webster, and others. This will effect a clear saving to the industry in cases where cars are held beyond 48 hours for reconsignment, and is another instance in which the interests of our members have been protected through their Association.

## Seventh Annual Convention

**The Associated Cooperage Industries of America**
**Planters' Hotel, St. Louis, Mo.**
**May 4th and 5th**
**Executive Committee Meeting May 3rd**

**In announcing the Seventh Annual Convention which will be held in the Planters' Hotel, St. Louis, May 4 and 5 (Executive Committee Meeting, May 3d), we want to say that it will be not merely another convention, but a gathering of the clear-visioned, forward-looking up-and-doing cooperage men, and we want it to mean more to you than any other meeting announcement made heretofore. The Executive Committee has decided that there will be no Registration Fee. Furthermore, it will be a two-day session, making it convenient for everyone to attend.**

**Much will depend upon the coming Convention. The past year has been a severe test for the Cooperage Industry and for your Association. However, it has clearly revealed our true condition and at the same time has shown us what is needed. This meeting is going to mark an epoch in the Industry and in the Association, because at that time will be considered and seriously discussed the future progress of the cooperage business and the part the Association will play in it.**

**If you have the protection and development of the Industry, the welfare of your Association, and the best interests of your own business at heart, you will come to the Convention and contribute your share toward making it a real "get-together" and enthusiastic gathering—one that will "deliver the goods" and put the wooden barrel where it belongs.**

**If YOU do your part, no matter how small, it will, when combined with the efforts of every other member, contribute to the kind of a meeting that we NEED, HOPE FOR, AND PLAN TO HAVE.**

**All are cordially invited and urged to attend—the two days, May 4th and 5th, will be crowded with business and enjoyment.**

**COME ONE—COME ALL**

### Executive Committee

At the meeting of the Tight Stave and Heading Group in Memphis, February 14th, Mr. A. L. Hayes, of Nashville, Tenn., was elected a member of the Executive Committee for the unexpired term, ending May 4th of Mr. W. T. McGlone, who resigned on account of going out of business.

### I. C. C. 12995—Reduced Rates

In accordance with recommendation of the Interstate Commerce Commission in I. C. C. 12995, involving reduced rates on hardwood lumber and forest products, the Southeastern lines will issue a jumbo supplement, effective about March 16th, to their tariffs, providing a method for applying reduced rates as prescribed by the Commission. The lines west of the Mississippi River in Southwestern territory will have their tariffs reissued by Mr. F. A. Leland in a consolidated tariff of the Southwestern Freight Bureau, effective approximately April 6th, showing reduced rates.

### Extension of Time for Filing Overcharge Claims

The Senate has concurred in amended Senate Bill 621 as passed by the House, February 20th, which extends the time for filing straight overcharge claims (accruing during period of Federal control) with the Interstate Commerce Commission, until September 1, 1922. The time for filing suits on awards for reparation by the Commission is extended for one year following the date of the award.

### Export Bill of Lading

In accordance with the order of the Interstate Commerce Commission the export part of Bill of Lading Case No. 4844 has been reopened, and hearing will be held on March 4, 1922. The U. S. Shipping Board contemplates soon to issue a Port Bill of Lading, and it is desired to amend Part 2 of the Export Bill of Lading to conform with the provisions of the Port Bill of Lading, one feature of which is to increase the liability of the carrier by water from $100 to $250 per package.

### Iron and Steel Barrels—Subject 3839

Southwestern Freight Bureau Docket 100, Subject 3839, involved proposed reduction in rates on iron and steel barrels from St. Louis and defined territories to Houston-Galveston, Texas, group.

We are advised by the chairman, Southwestern Bureau, the contemplated reductions as embodied in this subject did not meet with approval of the Southwestern lines.

### Classification Rating—Iron and Steel Barrels

The Consolidated Classification Committee Docket No. 9, subject 162, involved proposed reduction in the classification rating and minimum weights on iron and steel barrels, half barrels, etc. Hearing was held at Chicago, January 12th, at which our Association was duly represented and as a result of our action in vigorously protesting against the contemplated changes, we are now informed the matter was disapproved by the Committee and the subject cancelled from the Docket.

### Trade Opportunities

Norman Milling Company, Calvert City, Ky., desire quotations on flour barrels.

A distillery company in Mexico desires to purchase a quantity of 8-hoop, 48-gallon, 1-inch stave, charred, new whiskey barrels. Quotations should be given f. o. b. El Paso, Texas. Cash to be paid. Reference. Further details may be secured through the Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices by referring to Opportunity No. 817.

### Convention Chamber of Commerce of the U. S. A.

The Tenth Annual Meeting of the Chamber of Commerce of the U. S. of A. will be held at the New Willard Hotel, Washington, D. C., May 16-17-18. The following delegates to represent the Association have been appointed by the Executive Committee:

National Councillor and delegate, Mr. F. S. Charlot, St. Louis, Mo.

Delegates, Mr. W. K. Knox, New York City; Mr. A. J. Toland, Philadelphia, Pa.

Substitute National Councillor and delegate, Mr. C. M. Van Aken, New York City.

Substitute Delegates, Mr. J. R. Melcher, New York City; Mr. C. S. Knabb, Warren, Pa.

### Foreign Loans

Your attention is respectfully directed to the importance of securing the adoption by American Underwriters of foreign loans of a definite policy, under which there will be included in the loan agreement, wherever practical, a stipulation that all or part of the loan proceeds shall be expended for the purchase of American products. However, there should be no specific designation as to any particular line of commodity which should be purchased in this country, the purpose being to facilitate the movement of American exports in general.

It is respectfully suggested that wherever the opportunity presents, members take this matter up with their bankers, bondholders and stockholders, through whom it can be brought to the attention of underwriters of foreign loans.

### Rates on Cooperage

The matter of publication of a similar freight rate on wooden barrels, kegs, etc., as contemplated on iron and steel containers to the Pacific Coast, has been taken up with the Trans-Continental Freight Bureau.

### Cancellation of Penalty Charge

Supplement No. 4 (of April 15th) to W. J. Kelly's Freight Tariff No. 4-B, I. C. C. 1134 cancels penalty charge of $10 per day on lumber and forest products, including cooperage stock, held for reconsignment after 48 hours after the expiration of free time allowed. The effective date of above cancellation is March 13, 1922.



ESTABLISHED OVER ONE HALF CENTURY

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J. D. HOLLINGSHEAD CO. 167 EAST CHICAGO AVE. CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

## BUFFALO COOPERAGE MARKET

The slack cooperage market has shown more stability during the past month, although the buying has not improved to any large extent. In the flour trade not much change has taken place, except that the price of flour has gone up considerably. No proportionate increase in the demand has taken place, so far as the coopers can determine, and buyers are sticking pretty closely to their habit of taking small-sized packages. Lack of buying power probably has something to do with this situation.

### Market Remains Unchanged

Prices are perhaps a little easy in some cases, but on the whole the figures are just about as a month ago. Occasionally a mill is found inclined to make a small concession to get stock moved promptly, but the general disposition is to hold firmly, as it is expected that buying will start up on a larger scale soon.

Quotations on slack cooperage stock are as follows:

| | |
|---|---|
| No. 1, 30-inch elm staves | $15.00a$16.00 |
| No. 2, 30-inch elm staves | 11.00a 12.00 |
| No. 1, 30-inch gum staves | 14.75a 15.75 |
| No. 1, 28½-inch elm staves | 15.00a 16.00 |
| No. 1, 28½-inch gum staves | 14.75a 15.75 |
| No. 2, 28½-inch gum staves | 11.00a 12.00 |
| Mill run, 28½-inch gum staves, fruit | 11.75a 12.50 |
| Six-foot hoops; six-foot-nine hoops | 15.50a 17.00 |
| No. 1, 19⅛-inch basswood heading | 11½a12½c |
| No. 1, 19⅛-inch gum heading | 12½a13½c |
| No. 1, 17⅛-inch basswood heading | 10½a11c |
| No. 1, 17⅛-inch gum heading | 11a11½c |

It is some satisfaction to the trade to have prices manifest a tendency to stabilize, as this promotes a feeling of confidence. In recent months the trend has been downward, and in such case it is difficult to get the buyers interested.

### Not Much Activity in Tight Barrel Line

Conditions in the tight barrel trade remain unsatisfactory and large industries are running less actively than usual at this season. For example, the Vacuum Oil Co. will place 80 per cent. of its 500 employes at Olean, N. Y., on short time soon. The company declared that prospects for business are bad and that short time will be the rule until a decided pick-up takes place.

### Apple Grading Is Imperative

Prices on apples held in storage in western New York have recently shown improvement. Sales have been made of Baldwins at $8.50 per barrel, as they lay in storage. The fruit was not graded according to State standards when picked, but merely sorted for culls. The produce men say that at this figure the apples must be retailed at over $12 a barrel to afford a profit.

### W. K. Jackson Elected Director of Buffalo Lumber Exchange

At the annual election of the Buffalo Lumber Exchange on March 10th, Willis K. Jackson, of Jackson & Tindle, was chosen one of the board of directors. George W. Little has been chosen a member of the trade relations committee.

### Lime in Steel Barrels with Wooden Heads

A new type of barrel, for this locality at least, was noted by a member of the cooperage trade the other day. It was made of sheet metal, not much heavier than stove-pipe, and had two wooden heads. Its content was lime, which product has not been packed in barrels for some years. The shippers were a lime company in Connecticut. The observer wonders where the economy of such barrels comes in, as they must be more expensive than the ordinary wooden barrel, unless picked up as a job lot.

### Will Reforest New York State's Idle Land

Conservation Commissioner Macdonald, of New York State, is doing his best to promote the setting out of trees, and gives figures to show the need of it. He states that thirteen per cent. of the area of New York State, or an acreage equal to Connecticut and Rhode Island, is idle land. The State is growing about 70,000,000 feet of lumber annually, is cutting about 350,000,000 feet, and consuming 1,250,000,000 feet. At this rate the standing timber will soon be exhausted.

### W. G. Pennypacker, Jr., Is a Great Golfer

A local newspaper, which has a full page of pictures daily, shows a series of W. G. Pennypacker, Jr., playing golf, and makes the comment: "The snow brakes still are up, and the greens aren't open, but does a real golf bug stay indoors just for that? The answer is before you. W. G. Pennypacker, Jr., limbers up a wicked swing, preparing for the season."

The Quaker City Cooperage Co. finds the flour barrel trade about the same as a month ago. A few barrels are going for export, but little is doing in the domestic trade.

Jackson & Tindle state that trade in slack cooperage material has not picked up much lately, but a gradual improvement is looked for, as the apple growers have not yet bought much stock.

## JULIUS F. VOGT

Not only did the cooperage industry lose one of its oldest and best known members through the death of Mr. Julius F. Vogt, which occurred at his home in St. Louis, Mo., March 3rd, but the Union Cooperage Co., of which Mr. Vogt was founder and president, suffered a distinct loss in the passing of the guiding spirit that has shaped the company's course for so long a time.

Mr. Vogt was born in Pittsburgh, Pa., in 1842. In 1848 he located in St. Louis where he set about to master the cooperage business, and so thoroughly and persistently did he stick to his chosen line of endeavor that when, in 1862 he established a business of his own, he laid the foundation of an establishment that was destined and did grow steadily in extent and solidity. In 1869, Mr. Vogt's brother William C. Vogt, associated with him and they operated under the name of J. F. Vogt & Bro., until 1886, when the business was incorporated under the name of the Union Cooperage Company, under which name the firm has continued to do business and to serve its many friends and customers throughout the cooperage trade for these many years.

Mr. Vogt's many friends, among which the Journal is numbered, throughout the industry will regret exceedingly to learn of his passing and sincerest sympathy is extended not only to the immediate family, but to the Union Cooperage Co., in the loss it has sustained in the death of its president and founder. There is no doubt, however, but that, under the progressive and able direction of O. F. Vogt and F. H. Brinkmann, who have long been connected with the Union Cooperage Co., the business of the company will go forward in the same prosperous and efficient manner as it always has done.

### A MILLION AND A HALF BARRELS OF CEMENT WILL BE NEEDED FOR BIG CEMENT-ROAD CONTRACT

A 400-mile program of cement roads for Wisconsin in 1922 was decided on at Madison, Wis., March 19th, by county and State highway officials, who had been waiting for lower prices. A million and a half barrels of cement will be bought at $1.41 a barrel, compared with $1.30 paid earlier in the season. The price first named by cement companies was $1.50.

A. R. Hirst, State highway engineer, said the cost of eighteen-foot cement roads this year will be about $25,000 a mile, including grading and culverts. The cost last year was $35,000 and the cost before the war $15,000.

Mr. Hirst declared there should be no more delay in the hopes for lower cement, since a drop of five cents a barrel, the most expected, would not mean more than $200 per mile.

### SUGAR PRODUCTION FOR 1921 LARGEST IN HISTORY OF COUNTRY

When the beet, cane, and maple sugar productions for 1921 are added together the total slightly exceeds the combined production of 1920, thus making the production for 1921 the largest in the history of the country. Such is the report of the United States Department of agriculture.

The production of beet sugar alone for 1921 was less than for 1920, but the gain in cane sugar production more than offset the decline in beet sugar. The cane sugar production for 1921, however, by no means rose to its old-time figures, and was far outstripped by its younger companion.

### WOODENWARE COMPANY INSTALS NEW DRY-KILN

The Northern Woodenware Company of Crandon, Wis. manufacturing candy pails, lard tubs, ice cream tubs, etc., has completed a new dry kiln unit, 23 by 84 feet, and in the spring will make a thirty-foot addition to the sawing room. A short time ago a new 150-horsepower engine was installed and other improvements have been made to increase the efficiency as well as the capacity to meet a steadily growing demand.

### ARE MAKING FIR STAVES AND HEADING

The National Produce Co., Springfield, Oregon, of which company W. M. Keelan is president and manager, is manufacturing fir staves and heading for the Pacific Coast cooperage trade. The company may experiment with Oregon oak for barrel making. C. Trout is foreman of factory.

### DEATH OF A. E. NORMAN, SR.

A. E. Norman, Sr., 73 years of age, president of the Norman Lumber Co., Louisville, Ky., organizer of the Louisville Hardwood Club, and its first president, died on March 18, following a two months' illness, following two operations. Mr. Norman was a pioneer in the local trade and formed his company thirty years ago. He has three sons who are well known in lumber and cooperage circles. E. B. (Barry) Norman, President of the Holly Ridge Lumber Co., which also handles stave and heading. J. Van Norman, interstate commerce attorney, who represents a number of lumber trade associations, and A. E. Norman, Jr., manager of the Norman Lumber Co., Louisville. Mr. Norman was a prominent business man for years.

## COOPERAGE IN BORDEAUX

Writing recently from Bordeaux, France, Consul Theodore Jaeckel says: The stocks of barrels made of French staves held by manufacturers have nearly been exhausted, and there is a fair demand for French and other cheap staves for barreling the large quantities of the higher grades of wines which are still in vats.

The demand for half barrels of good, thick wood especially is fairly heavy. In disposing of their French staves, however, the dealers suffered losses of from 70 to 75 per cent. American staves were recently selling around 7,000 francs per thousand, a decrease of approximately 66 per cent from the average prices of 1920. Unfortunately, it has been impossible to dispose of a large part of the stock of American staves imported a year ago, even at that reduced price, and the present stocks of American staves in Bordeaux are estimated at about 8,000,000, one importer alone having about 3,000,000. Large orders for American staves, therefore, should not be expected in the United States for some time to come, and probably not until the next vintage.

The table given below, furnished by the Direction Générale des Douanes, Paris, shows the quantities of staves imported into France in 1913, 1920, and during the first 10 months of 1921.

**Imports of Staves Into France**

| Article and country of origin | 1913 | 1920 | 1921 (first 10 months). |
|---|---|---|---|
| Oak Staves: | *Metric tons* | *Metric tons* | *Metric tons* |
| United States | 41,007 | 32,071 | 6,113 |
| Czechoslovakia | ..... | 30 | 138 |
| Spain | 389 | 1,010 | 2 |
| Germany | 618 | 72 | 616 |
| Austria | 6,753 | ..... | 10 |
| Italy | 630 | 1,076 | 787 |
| Serbia | ..... | 5,553 | 3,174 |
| Other Countries | 23,739 | 3,513 | 1,070 |
| Total | 73,136 | 43,325 | 11,910 |
| Staves other than oak staves: | | | |
| United States | ..... | ..... | ..... |
| Czechoslovakia | ..... | ..... | 29 |
| Spain | 9 | ..... | ..... |
| Germany | 1 | 236 | 668 |
| Austria | 4,672 | ..... | ..... |
| Italy | 1,021 | 3,806 | 2,275 |
| Serbia | ..... | 174 | 23 |
| Other Countries | 118 | 331 | 439 |
| Total | 5,821 | 4,547 | 3,434 |

**Large Decrease in Exports of Staves**

The total imports for 1920 show a decrease of about 40 per cent from those for 1913, while the decrease for the first 10 months of 1921 is startling. The imports from the United States fell from 41,007 tons in 1913 to 32,071 in 1920, and during the first 10 months of 1921 only 6,113 tons were imported. The tremendous decrease this year is due not only to the high cost of American staves, owing to the appreciation in value of the dollar, but to the fact that the depression in the wine industry, and the consequent decreased demand for wine, left local dealers with large stocks of American staves on hand.

## INCREASED AMERICAN DEMAND FOR SPANISH OLIVES, ETC., GIVES TRADE BALANCE TO SPAIN

The latest trade balance between Spain and the United States favored Spain for the first time in many years, according to reports from Madrid. The chief cause of this change was the increased demand in the United States for Spanish olives, olive oil, nuts, fruits, essences and herbs, while Spaniards were unable to import much from the United States up to the end of last year in consequence of the high value of the dollar.

The manufacture of wine and olive-oil containers is at present suspended due primarily to the lessened exports of wine during the present year and the fact that the greater part of the olive-oil exports from this port are being shipped to Italy in secondhand barrels from that country.

According to information obtained from the local stave dealers, there is on hand at the present time between 50 and 60 milliaries (1,200 staves in each milliare) of oak staves and 40,000 to 50,000 botadas of Italian chestnut staves.

During the first four months of 1921 the quantity of staves imported into Malaga was as follows: From the United States, 48,170 pounds in January and 1,272,766 pounds in March; from Italy, 245,300 pounds in February, 398,200 pounds in March, and 596,200 pounds in April. All of the staves imported from the United States during this period were oak, while those from Italy were chestnut.

## REAL PROFITS IN ELIMINATIONS SAVINGS

A glance at the following list of gains which are certain to accrue to the Manufacturer, Wholesaler and Retailer and Consumer through pursuing an intelligent program of Standardization and Elimination of Excess Variety in any Industry, should carry conviction and inspire action.

It takes "backbone" to tell your sales forces, in these times, that you will cut your variety, but it is being done not only by individual producers but in entire lines through trade association co-operation.

The Department of Commerce with an eye to increasing our world's trade also has a constructive plan to help those who desire help.

**Gains to the Manufacturer**

1. Less capital tied up in:
   (a) Raw materials,
   (b) Semi-finished stock,
   (c) Finished stock,
   (d) Jigs, dies, templates and special machinery,
   (e) Storage floor space,
   (f) Repair parts.
2. More economical manufacture through
   (a) Larger units of production; reduced number of manufacturing units,
   (b) Longer runs, less frequent change,
   (c) Higher rates of individual production,
   (d) Accurate and proper estimating for production,
   (e) More effective stock control,
   (f) Better and more simplified inspection,
   (g) Less idle equipment; reduced amount of equipment,
   (h) Greater ease in securing raw materials, and conserving raw products,
   (i) Cheaper handling of stock,
   (j) Reduced clerical overhead,
   (k) Simplified and more accurate costing system,
   (l) Elimination of waste in experimentation and design,
   (m) Standardized material inventories.
3. More efficient labor due to
   (a) Making training of employees more simple,
   (b) Better earnings, through increased individual production made possible by longer runs,
   (c) Happier and more contented workmen,
   (d) Skill increased by repetitive process,
   (e) Less labor idle from preventable causes,
   (f) More permanent employment as contrasted to present seasonal employment,
   (g) Less difficulty in getting help.
4. Better service to the trade in:
   (a) Better quality of product,
   (b) More prompt delivery,
   (c) Decreased quantity of sizes of packing required,
   (d) Fewer packages broken in transit,
   (e) Less chance of errors in shipment,
   (f) Less obsolete material.
5. More efficient sales force.
6. Increased rate of turnover.
7. Intensified sales momentum.
8. Easier financing.
9. Fewer factory shut downs.
10. Compels attention to individuality in those features where there should be individuality, by preventing attempts at individuality in those features where individuality is superficial and useless and where standardization and quality should prevail.
11. Earlier plans and schedules.
12. Decrease in number of production processes.

**Gains to the Wholesaler and Retailer**

1. Increased rate of turnover due to:
   (a) All live numbers; none obsolete,
   (b) Elimination of slow moving stock,
   (c) Staple line, easy to buy, quick to sell,
   (d) More effective sales force,
   (e) Greater concentration of sales on fewer items,
   (f) Standard patterns that are proven best sellers.
2. Decreased capital investment in:
   (a) Stock on hand,
   (b) Repair parts on hand,
   (c) Storage space required,
3. Less stock depreciation and obsolescence.
4. Decreased overhead on:
   (a) Handling charges,
   (b) Clerical work.
5. Better service through:
   (a) Lower prices,
   (b) Quicker and more reliable deliveries.

**Gains to the Consumer**

1. Better prices than would otherwise be possible.
2. Better quality of product through ability of manufacturer to concentrate on better design and through the reduction of manufacturing expense.
3. Better service on:
   (a) Complete Products,
   (b) Repair parts,
   (c) Prompt deliveries.

**Economic and Industrial Significance**

The important role which standardization plays in industrial evolution is not generally appreciated. Following are significant aspects of standardization, when carried out on a sound engineering basis:

1. It enables buyer and seller to speak the same language, and makes it possible to compel competitive sellers to do likewise.
2. Better quality of product through ability of manufacturer to concentrate on better design and through the reduction of manufacturing expense.
3. It lowers unit cost to the public by making mass production possible, as has been so strikingly shown in the unification of incandescent lamps and automobiles.
4. By simplifying the carrying of stocks, it makes deliveries quicker and prices lower.
5. It decreases litigation and other factors tending to disorganize industry, the burden of which ultimatley falls upon the public.
6. It eliminates indecision both in production and utilization,—a prolific cause of inefficiency and waste.
7. It stabilizes production and employment, by broadening the possible market, and by making it safe for the manufacturer to accumulate stock during periods of slack orders to an extent which would not be safe with an unstandardized product.
8. By focusing on essentials, it decreases selling expense, one of the serious problems of our economic system.
9. By concentrating on fewer lines, it enables more thought and energy to be put into designs, so that they will be more efficient and economical.

"If you desire to 'start something' in your line," says The Fabricated Department, "that will benefit, try it, and the quick response from your largest as well as your smallest competitors will surprise you. We have a lot of information, stories and plans of 'how they did it' in many lines, and await your request. 'Service' is our slogan."

## THE SOCIETY OF AMERICAN FORESTERS PROTEST TRANSFER OF FOREST SERVICE

The Society of American Foresters in annual meeting held recently in Toronto, passed the following resolutions protesting against the proposed transferring of the United States Forest Service and the National Forests wholly or in part from the Department of Agriculture:

"WHEREAS, Independent of any plans for reorganization of governmental departments, bills have been introduced into Congress, namely, S. 2740, S. 2382, and S. 2203, which would transfer the United States Forest Service and the National Forests wholly or in part from the Department of Agriculture, under which they have developed their present efficient management; and

"WHEREAS, The Forest Service is primarily concerned with the production of growing crops, which is a function of the Department of Agriculture; and

"WHEREAS, The use and development of the National Forests and the furthering of forestry elsewhere in the country are closely co-ordinated with the work of forest investigations, insects, diseases, animal industry and plant industry, now in that Department, so that these activities are a function of the whole Department of Agriculture and not solely of the Forest Service; and

"WHEREAS, The Forest Service is developing rural community life both adjacent to the National Forests and throughout the country, by co-operation with States in fire protection and under the Smith-Lever bill, and by encouraging forestry on farm woodlots, which constitute nearly half the forest area of the country; be it

"*Resolved*, That the Society of American Foresters, representing the entire body of professional foresters of the United States, protests against the proposed transfer on the ground that it is opposed to efficiency and detrimental to the public welfare."

Word comes from C. E. Sinton, of Findlay, Ohio, that he has sold his cooperage interests to the Sandusky Cooperage and Lumber Co. This marks the passing from the industry of one of the "old timers" and the addition by the Sandusky Company of another link to an already formidable chain of cooperage holdings.

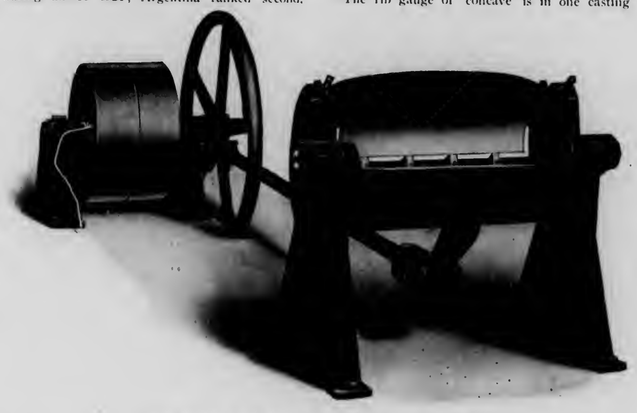


## UNITED STATES LUMBER AND STAVE EXPORTS FOR JANUARY

If the exports of lumber and lumber products for the month of January can be regarded as foreshadowing the year's business, the showing is, in most instances, satisfactory says Axel Oxholm, Chief of the Lumber Division of the Department of Commerce. Southern yellow pine and Douglas fir, the two leading softwoods, and oak, the principal hardwood, all showed an increase over the average monthly export shipments of 1921. The increase in Douglas fir was the most notable—103 per cent.

The chief market for southern yellow pine in January was the United Kingdom, which occupied third place during all of 1921; Argentina ranked second, maintaining its 1921 position. The West Indies, Belgium, Cuba, and Mexico ranked next in the order named In oak, the leading markets in their order were the United Kingdom, Canada, Belgium, Argentina, and Uruguay. While the total exports of boards and planks for the seven months ending January 31, were practically the same as for the corresponding period of 1921, the total for the month of January was 148,675 M board feet, an increase of 73 per cent. over the same month in 1921.

January's foreign stave market—tight and slack—did not maintain last year's average amounting in quantity to slightly over 4,500,000, the markets in their importance being the British West Indies, the United Kingdom, Canada, Cuba, France, Portugal, Spain, and Italy.



NEW DESIGN NO. 4 SPECIAL GREENWOOD STAVE CUTTER

## $300,000,000 MAY BE SAVED THIS YEAR IN FREIGHT CUTS

Shippers will save approximately $300,000,000 this year as a result of reductions in freight rates that have become effective the last few months. It is computed by Dr. Julius Parmelee, director of the Bureau of Railway Economics, Washington, D. C.

The level of freight rates was lowered 5 per cent. in 1921. This represented an annual saving of $200,000,000. Another $100,000,000 was added to the saving in January, when a horizontal reduction of 10 per cent. was applied to rates on agricultural products through a voluntary reduction by the carriers, and a further cut of 16½ per cent. was made by order of the Interstate Commerce Commission in rates on grain, grain products and hay.

These reductions in rates should assist, Government officials feel, in lowering production costs of all industries.

Dr. Parmelee's survey of the rate situation is based in part upon scrutiny of the receipts of all railroads per ton mile, data received from the Interstate Commerce Commission.

Receipts per ton mile are expected to average about $.01276 for 1921. This average is probably the highest in the history of the United States. It is approximately 20 per cent. higher than the average ton mile receipts for 1920, which was reported as $.01052. The 1921 average rate level was nearly double that of 1916, which was the lowest in the history of the country. In 1916 the earnings per ton mile amounted to $.00707. The average ton mile in 1919 was $.00849, in 1918 $.00849 and in 1917 $.00715.

The years 1916 and 1917 were the last two full years of private operation of the roads. It is necessary to go back to 1880 to obtain rates that compare with those of 1922.

## NEWLY DESIGNED NO. 4. SPECIAL GREENWOOD STAVE CUTTER

The No. 4 Special Greenwood Stave Cutter, as shown herewith, is a new design machine having all of the best features of the famous No. 4 Greenwood Stave Cutter, which machine is so well and favorably known throughout the cooperage industry, and, besides other improvements, is made stronger and heavier. In speaking of the new design stave cutter, its manufacturers, the Rochester Barrel Machine Works, Rochester, N. Y., say:

"A 34" x 7" knife ground on a 20" circle is furnished as a regular equipment, but either a 32" or 36" knife can be used on the same head.

"The rib gauge or 'concave' is in one casting with the tumbler boxes, and being solid and non-adjustable, is always in the correct circle with relation to the center line of the tumbler bearings. Four ribs with hardened steel facings 1¼" wide, all of the same length, are used in place of the five ribs with 1" facings as formerly, and the tumbler bearings have been increased in size from 2⅜" to 3" diameter.

"All parts are interchangeable and can be furnished completely machined ready for use.

"The Intermediate or Balance Wheel Shaft that drives the cutter with pitman, has two 30" diam. 9" face pressed steel pulleys, the loose pulley having a removable bushing that can be replaced in case of wear. The shaft boxes are of the floor stand type of very rigid construction, the box next to the balance wheel being 10" long and the other one 8". In place of these floor stands we can furnish boxes of the flat or pillow box type if desired. The pitman is made of steel pipe securely riveted to the end connections."

NEW DESIGN NO. 4 SPECIAL GREENWOOD STAVE CUTTER

**Crozed and Chamfered Staves**

There is a rapidly increasing demand for crozed and chamfered hardwood staves, and with a few changes the No. 4 Special Stave Cutter can be adapted for this work, the staves being cut, crozed, chamfered and equalized with the one operation. The Crozed Stave Corporation office at Grand Rapids, Mich., is the patentee of the process and the special knives used, and arrangements should be made with them for the manufacture of these staves. This firm is now using two of the No. 4 Special Greenwood stave cutters in the manufacture of their crozed staves and expect to shortly put others in operation.

One of the largest and most up-to-date slack stave and heading mills in the country is the New Hampshire Stave and Heading Mill, N. Stratford N. H., and they are using three of these cutters for making 30" hardwood sugar barrel staves.

## EARLY DROP IN SUGAR PRICES PREDICTED

Under date of March 20th, Claus A. Spreckels, president of the Federal Sugar Refining Company, New York, who has just returned from Europe, predicted an early drop in sugar prices.

The recent price advance in raw sugar Mr. Spreckels said, stimulated further sugar production in Europe, with the result that prices in America will decrease with falling off of the European demand.

"I look at the recent advance as a 'flash in the pan,'" Mr. Spreckels said. "A reaction is inevitable. All the European countries will be self-supporting as regards sugar within a few months and the demand for export sugar from the Western Hemisphere will decrease."

## WILL BUILD NEW BARREL PLANT

Davis & Hall, of Cambridge, Mass., will erect a barrel factory near White Stone Wharf, Heathsville, Va., the actual work commencing about May 10. Besides the barrel factory, which will be a great convenience to the farmers and fishermen, the Davis-Palmer Co., of Heathsville announce that they will mix their fertilizer, which will call for barrels for packing, at Ditchley, selling direct to the farmer.

## HOLMES NEW No. 119 TRUSSER AND HOOP-DRIVING MACHINE

The machine herewith presented in the Holmes New No. 119 Trusser and Hoop Driving Machine of which the manufacturers, the E. & B. Holmes Machinery Co., Buffalo, says:

The heavy frame of this machine is cast in one piece and is very strong and rigid. The gears, rack driving head and other moving parts are of steel.

"The adjustable driving arms can be quickly changed for different sized packages.

"The machine can be furnished with head hoop driving plates for thin steel hoops or with head hoop driving rings for trussing.

"Hoops can be driven on slack packages from 14 inch to 25 inch heading, or on light tight packages with the regular driving dies. Narrow dies can be furnished, which will drive hoops on kegs from 8 inch to 14 inch headings.

The machine is fitted with one set of head hoop driving rings; extra rings, driving dies and pedestals can be furnished at an additional cost.

The 16 inch by 4 inch pulley should run 500 turns per minute, with top of pulley running toward the operator. The 20 inch by 4 inch pulley, should run 400 turns per minute with top of pulley running from the operator.

Weight is 4200 pounds; floor space, 5x5½ft.; cubic contents, 320 cubic feet; horse power, five; capacity 1000 bbls. Code word "WELKO."

HOLMES' NEW NO. 119 TRUSSER AND HOOP-DRIVING MACHINE

## SECRETARY HOOVER SEEKS CO-OPERATION OF TRADE ASSOCIATIONS ON STATISTICAL INFORMATION QUESTION

The Secretary of Commerce will hold a conference in Washington with representatives of trade associations, the activities of which are national or interstate in their scope, in room 704, Department of Commerce Building, on April 12, 1922, at 10 A. M., for the following purposes:

1. Securing a list of trade associations that will furnish voluntarily to the Department of Commerce the classes of statistical information outlined in the correspondence between the Department of Commerce and the Department of Justice, published on February 16, 1922.

2. Discussing and considering means and methods that may be best adapted for collecting and forwarding to the Secretary of Commerce, for dissemination, the classes of statistical information outlined in the correspondence referred to, including the forms of reports that will be most suitable, for associations that are willing to furnish such statistical information.

3. Discussion of the manner in which such reports of the statistical officer of the associations are to be filed with the Department of Commerce, and the manner and method of distributing the information therein to the members of the association and to the public.

## FLOUR MILLERS EXPAND

The Washburn-Crosby Company, which has confined its operations largely to Minneapolis, Minn., is acquiring mills in other leading grain centers. Within the last few months, according to report, the company has bought mills in Kansas City, Chicago and Buffalo.

## WESTERN FLOUR RATE IS CUT

A straight drop of twenty cents a hundred pounds on flour from Portland, Oregon, to Atlantic Coast ports was reported from Portland, under date of March 20th. The new rate is thirty-five cents a hundred.

## YOUNG STAVE COMPANY STARTS OPERATIONS

The stave plant of the J. P. Young Stave Company in Hackleburg, Ala., has resumed operations. The plant had been idle for a number of months. The management reports quite a few stave orders now on the books.

## WILL ERECT STAVE AND BARREL PLANT

Frank Cochran has taken out a permit for the erection of a slack stave and barrel factory building in Tallahasse, Fla. The new plant will be modern as to both construction and equipment.

# SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

### MACHINERY FOR SALE

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

**FOR SALE**
**REBUILT STAVE and HEADING MACHINERY**
**Two Greenwood heading turners.**
**One heading sawing machine.**
**One No. 4 stave cutter.**
**ROCHESTER BARREL MACHINE WORKS,**
**Manufacturers of "Greenwood" Stave and Heading Machinery,**
**Rochester, N. Y.**

COOPERAGE MACHINERY FOR SALE

COMPLETE equipment for the manufacture of tight cooperage, including stave and heading mill machinery. Address, La Crosse Cooperage Co., La Crosse, Wis.

### BARRELS FOR SALE

FOR SALE—Five thousand slack barrels, different sizes. Write for prices. BURNHEIM & MANK, North Waldboro, Maine.

### BARRELS WANTED

WANTED—New cooperage in all sizes from 5-gallon up to full size barrel. Address MAX GOLDSTEIN, 250 Bowman St., Wilkes-Barre, Pa.

### STOCK WANTED

WANTED—One car each of 20½" red oak oil barrel heading, 20½" white oak oil barrel heading, 21" gum syrup barrel heading, and 19¼" pine sugar barrel heading. Rush quotations F. O. B. Philadelphia. Address HUGH O'DONNELL, Meadow and Snyder Avenues, Philadelphia, Pa.

WANTED—Half-barrel staves for fish packages. Staves should be 23" or 24" long. Also want hoops for same packages. Quote in small lots. Address JOSEPH A. NOWITZ, 10 Lee Street, Charleston, S. C.

### HELP WANTED

WANTED—Foreman for slack barrel cooperage plant. Must be experienced and capable of producing quantity and quality. Address "CAPABLE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### MACHINERY WANTED

WANTED—Second-hand slack barrel heading machinery, double crate tenoner and mortiser, crate coupler, nailing machine, power and hand drill press, power hack saw. Address, R. C. Hearne, White Hall, S. C.

WANTED—A large second-hand oil barrel crozer. Give make, price and condition of machine in first letter. Address FRANK J. HESS, Madison, Wis.

### SECOND-HAND PACKAGES WANTED

WANTED—We are always in the market for 200-pound G. I. pork barrels. Let us have your quotations. John Connolly, Inc., 613 Jackson Street, Hoboken, N. J.

### SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

**FOR SALE**
**A barrel setting plant, now at an oil mill in Southern India; practically new; of William Glader Machine Company's make. Suitable for setting up 40-gallon barrels. Particulars can be obtained from the advertiser. Arrangements can be made for inspection of plant in India, if so desired. Address reply "OIL," care of The National Coopers' Journal, Philadelphia, Pa.**

**FOR SALE—Used ale cooperage, hogsheads, barrels, halves, quarters; all equipped with triangle Golden Gate valves and vents. Apply THE FRANK JONES BREWING COMPANY, Portsmouth, N. H.**

**FOR SALE**
**MAINE HARDWOOD STUMPAGE**
**100-200 MILLION feet of high grade standing BIRCH, MAPLE and BEECH.**
**Region already highly developed for economical operating. Tributary by short truck or tractor haul to town served by excellent railroad facilities. Ideal location for hardwood specialties factory or lumber manufacturing.**
**Will sell also in log or manufactured to suit customer's requirements. Address MAINE HARDWOOD, care The National Coopers' Journal, Philadelphia, Pa.**

### STOCK FOR SALE

**TRUSS HOOPS FOR SALE**
**We carry a stock of truss hoops on hand, always able to make prompt shipment. Also manufacture barrel heaters, and re-manufacture all kinds of barrel machinery.**
**Write us for prices.**
**Noble Machine Company**
**Fort Wayne, Ind.**

FOR SALE—One Hundred Thousand 24" x 5/8" Regular sawn white oak mill-run staves, containing 70% to 80% spirit grade. Make your best offer on all or part, delivered your station. Address, "Oak," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

### BUSINESS OPPORTUNITIES

WANTED—To interest some one in the manufacture of pine keg staves. Have plant in Virginia with 35 H. P. boiler and engine, with a fine big lot of stave timber. Address "PINE," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Manufacturer of and Dealer in
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For all kinds of Slack Barrels
ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.
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Manufacturer and Shipper of
ALL GRADES OF
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¾ x 18 to 34 inches
*Your orders solicited, address*
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FREIGHT RATES TO
St. Louis, 14½c New Orleans, 33c
Chicago, 18c Buffalo, 35c
Louisville, 22½c Pittsburgh, 35c
Milwaukee, 26c Norfolk, 45½c
Kansas City, 27c New York, 48½c
*CAN YOU BEAT EM?*
**O. L. Bartlett,** *Manufacturer*
BOX 238 -:- MOUND CITY, ILL.

**P. H. KING, PHILADELPHIA**
Successor to JOSEPH KELLY & CO.
DELAWARE AND SNYDER AVENUES
ALWAYS IN THE MARKET for all kinds of TIGHT BARRELS, New and Second-Hand. Let us have YOUR QUOTATIONS
*INQUIRIES ARE SOLICITED .·. WRITE NOW*

**CALIFORNIA BARREL CO.**
22nd and Illinois Sts. San Francisco, California
MANUFACTURERS OF
BARRELS, KEGS, KITS AND PAILS
OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

**H. ARENSON & CO.**
Cooperage Stock — Our new plant with warehouse and yard facilities will allow us to store and repair barrels in large quantities. We conduct a general second hand barrel business, also represent the largest manufacturers in the country — Kegs and Barrels
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238 FOURTH AVENUE PITTSBURGH, PA.

*FOUNDED 1850* (NEW YORK AND PHILADELPHIA) *INCORPORATED 1900*
*We are large buyers of Slack Cooperage Stock of all kinds, and we want your prices*
**N. & H. O'DONNELL COOPERAGE CO.**
*BARREL MANUFACTURERS*
*Moore St., Water to Swanson Sts. PHILADELPHIA, PA.*

**PHILAPEN COOPERAGE**
I. M. WIENER, Prop.
*Second-Hand Tight Cooperage*
OF ALL DESCRIPTIONS
*Prompt and satisfactory attention given all orders*
Delaware and Snyder Aves. Philadelphia, Pa.

Established 1860. Incorporated 1892. Long Distance Telephone, 1155 and 1156 Bergen

**C. HEIDT *and* SON**
**Jersey City Cooperage**
**Jersey City, N. J.**
Manufacturers of New Flour, Sugar, Fruit and Half Barrels. Also all kinds of New Heading, Staves, Hoops, etc.
Dealers in Second-Hand Flour, Sugar, Lard, Oil, Whiskey, Glucose and Molasses Barrels of all descriptions. Shooks for Export a Specialty
Office, Fairmount Ave., Cor. Amity St. Factory & Storehouses, 42-56 Fairmount Ave.

**BRUCE T. WARRING**
3256 K STREET, N. W. WASHINGTON, D. C.
Dealer in
All Kinds of Second Hand Empty Barrels
30 YEARS' EXPERIENCE
Can Furnish You Barrels for All Purposes
Write Me When In Need
West 1277 Res. West 2224

**THE MICHEL COOPERAGE CO.**
Manufacturers
**WINE, PICKLE *and* OIL COOPERAGE**
ALWAYS IN THE MARKET FOR SQUARE HEADING AND STAVES OF ALL KINDS. QUOTE PRICES
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ESTABLISHED 1884
**GEORGE W. STONE, Jr., & SONS**
DEALER IN ALL KINDS OF
SECOND-HAND BARRELS and HOGSHEADS
All orders receive prompt and efficient attention. Let us serve you.
WAREHOUSE AND YARDS
1234-1240 SEVENTH STREET, S. W. Washington, D. C.

**WRIGHT BARREL & EXPORT CO., Inc.**
Successors to WRIGHT BARREL AND COAL CO.
JACKSONVILLE, FLORIDA
*Manufacturers of* **TIGHT COOPERAGE**
Oil and Tallow Shooks for Export
*Correspondence Solicited*

**AUGUST MUEHLHAUSEN COOPERAGE**
Manufacturer of
NEW FLOUR, SUGAR, CRACKER AND FRUIT BARRELS
Dealer in
Second-hand Flour, Sugar, Apple, Lard, Oil and Whiskey Barrels, as Well as All Kinds of Casks for Packing Purposes
I am in the market for all kinds of slack cooperage stock and want your prices now.
34 HOWELL STREET -:- TRENTON, N. J.

**PENSACOLA COOPERAGE CO.**
Manufacturers of HIGH-GRADE **TIGHT and SLACK BARRELS**
Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING
Office and Plant
DE SOTO and TARRAGONA STS. PENSACOLA, FLA.

**Pittsburgh Barrel and Cooperage Company**
DEALERS IN
**TIGHT AND SLACK BARRELS**
Our new plant location gives us a storage space for 20,000 barrels, so that we are always equipped to fill all orders promptly.
LET US SERVE YOU
22nd and Smallman Streets PITTSBURGH, PA.

**LAYTON COOPERAGE COMPANY**
Columbia and Water Streets :: Portland, Oregon
We carry a large stock of second-hand Barrels *Fir and Oak*
Cider, Vinegar, Lard, Glucose and Oil Barrels
We are in position to furnish you barrels for all purposes
Write Us When in Need

**South Side Cooperage Co.**
WHOLESALE DEALERS IN
Always have large quantity on hand. Always in the market for Barrels and Heading.
*Empty Barrels of Every Description*
Write us when you need barrels.
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**THE JOSEPH BOGNER BARREL MANUFACTORY**
BUYERS AND SELLERS OF
**EMPTY TIGHT BARRELS**
GLUCOSE, OIL, VINEGAR, WHISKEY, ETC.
We are the largest buyers and sellers of barrels in Western New York. Storage room for 30,000 packages. Good stock always on hand. Satisfactory prices. Quick deliveries. Let us know your requirements.
94 Kingsley Street BUFFALO, N. Y.







**SOUTHERN COOPERAGE COMPANY**
Manufacturers of and Dealers in all kinds of **Cooperage**
MATCHED STOCK A SPECIALTY
Office and Factory, 3134-3160 Chartres Street, New Orleans, La.
MILLS, FORDOCHE, LA.

**THE HARLAN-MORRIS MFG. CO.** JACKSON TENNESSEE
Manufacturers of all Kinds of
**Tight-Barrel Staves and Circled Heading**
From WHITE OAK, RED OAK, ASH and GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi and Arkansas

ESTABLISHED 1886
**STANDARD HOOP CO.**
LIMITED
Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft. Long
ALSO HEADLINERS
*Write us for prices when in want.*
BAY CITY, MICHIGAN

**FRANCIS STAVE & LUMBER CO.**
MANUFACTURERS OF
**White and Red Oak Staves**
Of All Kinds from 12 in. to 36 in. Long
Also all kinds of White and Red Oak Lumber, Railroad Ties and Crossing Planks
*We solicit your inquiries*
BLACK -:- MISSOURI

Staves, Heading Hoops TIGHT and SLACK || *Also Ice Cream Tub Staves and Bottoms* :: ::
**E. HENNING, Inc.,** 105 South La Salle Street CHICAGO, ILLINOIS

**REINSCHMIDT STAVE CO.**
...MANUFACTURERS OF...
**Tight and Slack Barrel Staves**
AIR-DRIED AND LISTED
Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves
PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to QUITMAN, GEORGIA

**TREXLER COOPERAGE COMPANY**
MANUFACTURERS OF
**Slack Barrel Staves, Heading and Hoops**
ALLENTOWN, PENNSYLVANIA

**HICKSON-ROGERS MANUFACTURING CO.**
MANUFACTURERS OF
*Dowel Pins, Tight Barrel Staves* — *Club Turned Oak and Hickory Spokes*
[ WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US ]
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We Solicit your inquiry for Hardwood Nail Keg Heading and Box Shooks || **The J. V. WALSH CO.** **Slack COOPERAGE Stock** All Sizes and Grades
707-8-9 Peoples Bank Bldg. -:- PITTSBURGH, PA.

**SCOTT-EDWARDS COOPERAGE COMPANY**
*Manufacturers of*
**Tight and Slack Cooperage Stock**
QUALITY STOCK makes QUALITY BARRELS
We make QUALITY STOCK
*Write Us* GALAX, VIRGINIA

**STANDARD COOPERAGE COMPANY**
ABERDEEN, WASHINGTON
Manufacturers of **FIR and SPRUCE STAVES and HEADING**
For Tight and Slack Packages of Every Description
*YOUR INQUIRIES SOLICITED*
QUALITY STOCK PROMPT SERVICE

WE ARE BUYERS -:- -:- OF -:- -:- **Tight and Slack Cooperage Stock**
AND COMPRESSED BUNGS
**G. SINCLAIR & SONS** COOPERS and CASK MERCHANTS VAT and TUN BUILDERS
Cablegrams "Octaves" NEWCASTLE-ON-TYNE, ENGLAND

**J. M. PEEL & BROTHER**
MANUFACTURERS
COILED ELM HOOPS
We are prepared at all times to make prompt shipment in any quantity anywhere
*Write us NOW!*
LAKE VILLAGE -:- ARKANSAS

WE ARE BUYERS OF
**STAVES, HOOPS & HEADING**
For Tight and Slack Cooperage
**JAMES WEBSTER & BRO., Ltd.** Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Dashwood House, 9 New Broad St., E. C.

**FIELDS-LATTA STAVE CO.**
*Manufacturers of* HIGH GRADE
**Slack Barrel Staves**
If QUALITY and SERVICE is what you want, "WE'VE GOT IT"
DYERSBURG Office and Plant TENNESSEE

**W. A. TSCHUMY & COMPANY**
Manufacturers and Dealers in
**Slack Cooperage Stock**
*OUR SPECIALTIES*
GUM APPLE BARREL STOCK PINE TRUCK BARREL STOCK
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PIGGOTT
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Let us handle your orders—
We guarantee Quality—
Service — Satisfaction

Manufacturers of
TIGHT BARREL
STAVES

White Oak, Red Oak
Gum and Ash

**MT. OLIVE STAVE CO.**
BATESVILLE, ARK.
MANUFACTURERS OF
Tight Barrel Staves and Heading
IN
WHITE OAK, RED OAK, GUM and ASH
PROMPT SHIPMENT CLOSE INSPECTION QUALITY

IN ADDITION TO OUR REGULAR LINE OF
**SLACK BARRELS**
We also Manufacture
**Fir Kegs and Barrels**
For packing sausage, mincemeat, pickled pigs' feet, olives, fish, powdered milk, candy creams, and other commodities demanding a semi-tight container free from all odor. Also—**Butter Tubs, Lard Halves;**
**Kiln-Dried Gum, Basswood and Hardwood HEADING**
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*Main Office* 220 SO. STATE STREET CHICAGO, ILL.

*Quality Stock is Our Guarantee!*
*If you make High Grade Barrels, you must have High Grade Stock*
**A. L. HAYES COMPANY**
MANUFACTURERS OF
Tight Barrel Staves and Circled Heading
NASHVILLE -:- TENNESSEE

**STEPHEN JERRY & CO., INC.**
MANUFACTURING
COOPERAGE
*Please note our removal to larger quarters, giving us increased facilities for production at new address*
Office: 272 Huron Street
Factory: Provost Street, from Huron to India Street
BROOKLYN, N.Y.

"Everything the Cooper Needs"
**STOCK — BARRELS**
SLACK OR TIGHT, CARS, STRAIGHT OR MIXED, L.C.L. ALSO "Colco Quality" AND KEGS — ALL SIZES. SOFTWOOD HARDWOOD. — COMPLETE STOCK —
**TOOLS AND SUPPLIES**
OF EVERY DESCRIPTION
Colwell Cooperage Co. Equitable Building NEW YORK CITY

**Cooperage Stock & Barrel Shooks**
Cooperage Machinery
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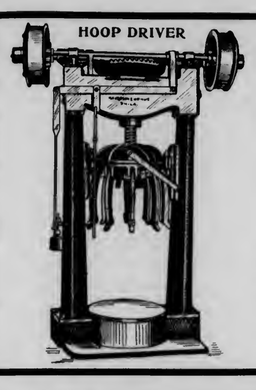
CHICAGO - - ILLINOIS

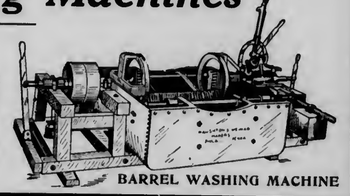
The **W. T. SMITH LUMBER CO.**
*Manufacturers of*
*PINE HEADING*
*and OAK STAVES*
CHAPMAN ∴ ∴ ALABAMA



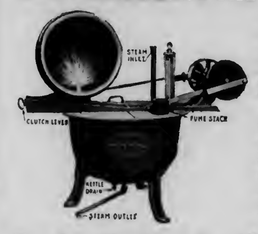





HOOP DRIVER

**WEIMAR ENGINEERING WORKS**
*BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines*
**Special Machines Built to Order**
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
*Let us know your requirements*
WESTMORELAND and JASPER STREETS
PHILADELPHIA, PA.

BARREL WASHING MACHINE

AMERICAN
**WIRE HOOPS**
TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.
Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.
SEND FOR FREE SAMPLES AND CATALOGUE
**American Steel & Wire Company**
CHICAGO—NEW YORK

**CLEVELAND SPRAYING MACHINES**


For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.
A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.
We also build Superheaters and Branding Machines.
**Eureka Machine Co.** 2605 VEGA AVENUE **Cleveland, O.**

**ALABAMA PINE HEADING**
Any size up to 24 inches. Any thickness up to ¾ inch. Square or Bevel Edge.
**GUM, COTTONWOOD, PINE STAVES AND COILED ELM HOOPS**
Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.
**C. E. MURRAY :: Decherd, Tenn.**

—THE—
**Vail Cooperage Co.**
Since 1886
Manufacturers of
**QUALITY STOCK**
OUR NORTHERN ELM HOOPS "BEST BY TEST"
FORT WAYNE :: IND.
STAVES
HOOPS
HEADING
VENEERS

**HANLON-GREGORY GALVANIZING COMPANY**
Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths
*PROMPT DELIVERIES* 24th Street and A. V. R. R., PITTSBURGH, PENNSYLVANIA

**ARKADELPHIA MILLING COMPANY**
*USE ABC CODE, FIFTH EDITION* *CAPITAL AND SURPLUS, $600,000* *Cable Address: ARKSTAVES—Arkadelphia, Ark.*
American White and Red Oak **Split & Bucked Staves** A Specialty
***EXPORTERS***
ARKADELPHIA : ARKANSAS
Try Our Palm Oil 1¼" x 44" Bucked Red Oak and 1½" x 44"--34" and 26" White Oak Staves

Founded in 1885

"THE PAPER THAT DOES THINGS"

For 38 Years

## The Gateway to the Buying Field of the Cooperage Industry

**THE JOURNAL** IS THE DIRECT AVENUE OF COMMUNICATION BY WHICH

Stock Manufacturers
Barrel Manufacturers
Machinery Manufacturers
Mill Supply Manufacturers
Brokerage Houses
Dealers in Used Barrels, etc.

**CAN REACH**

The entire Cooperage Industry, as well as the vast consuming fields embracing the packing house, flour, sugar, salt, cereal, glass, pottery, lime, cement, steel, asphalt, fruit, produce, creamery, chemical, oil, grease, rosin, turpentine, syrup, glucose, soft-drink, cider, vinegar, paint, varnish, and other lines that use, buy and make barrels for packing purposes.

*AGGRESSIVE ADVERTISING IS A SUPERSALESMAN*

The Journal is the trade guide of its readers.
It covers the market that absorbs your products.
Why don't you make use of the facilities it offers?

# The National Coopers' Journal

PHILADELPHIA, PA.





## Holmes Rack and Pinion Hoop Driver

Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

*Get prices and particulars from the*

**COOPERAGE MACHINERY MAKERS**

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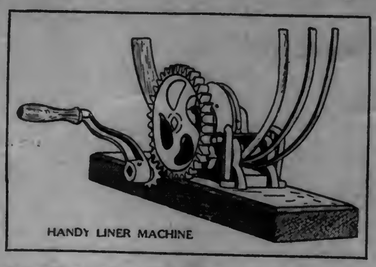
## "HYNSON" The Name that stands for "THE BEST" IN COOPERS' TOOLS AND SUPPLIES

"THE CHAMPION"
Our unexcelled Barrel Heater

### Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

**TRUSS HOOPS BOTH WOOD AND IRON**



HANDY LINER MACHINE

*To place your orders with us means profit for you. Try it and be convinced. No time like the present.*

**THE HYNSON COMPANY** St. Louis, U.S.A.
SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

*Largest Exclusively Coopers' Tool and Supply House in the World*
*If it comes from HYNSON you know it's right.*

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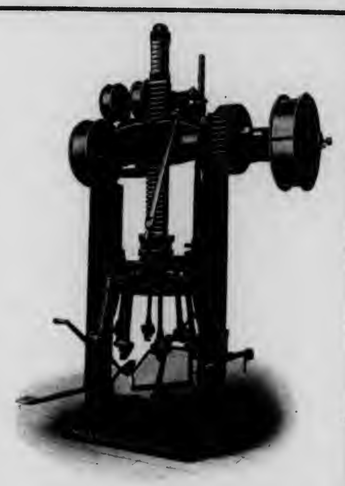
PHILADELPHIA, PA.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."



## Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

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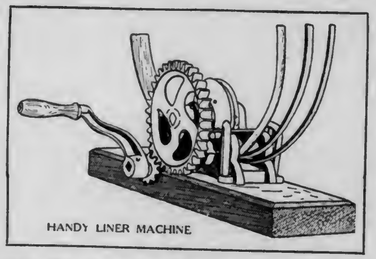

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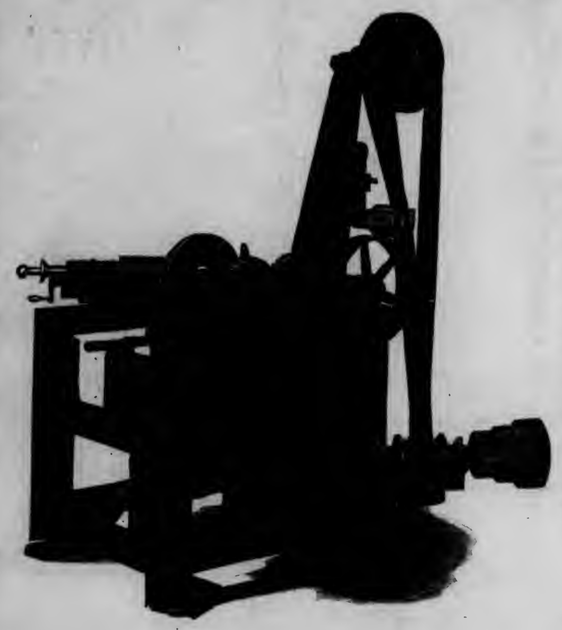
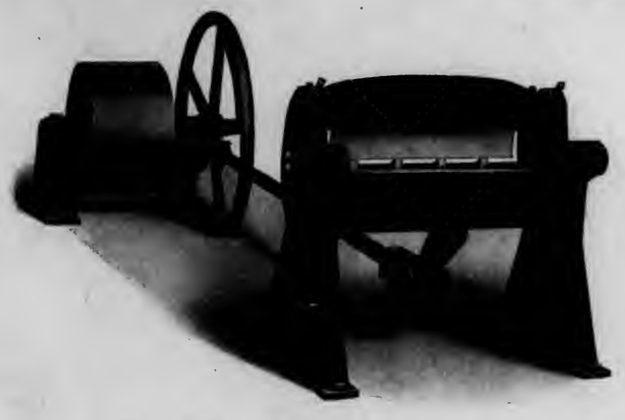


**No. 5** HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves and also crozed and chamfered staves. Write for particulars.

We manufacture a full line of Slack Stave and Heading Machinery

*Catalog upon request*

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Successor to JOHN GREENWOOD

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